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PIT PEACE PLAN PUT TO NUM

Return to work formula by TUC

By JOHN RICHARDS Industrial Correspondent

SUGGESTIONS for a TUC-supported compromise to end the pit strike are due to be discussed by the national executive of the miners' union at Sheffield today.

If the suggestions receive support the way would be open for the strike to be called off by the union in return for negotiations on the long-term future of the coal industry.

Progress along these lines—based on union agreement to set aside its opposition to the Coal Board's plans for pit closures if they were simultaneously discarded by the board—would represent a significant shift by the union which has hitherto demanded that the board should back down first.

Other suggestions for resumption of negotiations are expected to be made by members of the union executive at today's meeting, and the TUC is expected to make a further approach to Mr Walker, Energy Secretary, next week.

The TUC hope that Mr Walker will persuade the Coal Board to meet the seven-man TUC team monitoring the dispute.

TUC leaders expect by then, that they will have a clearance from the National Union of Mineworkers for fresh negotiations based on a revision of the 1970 Plan for Coal.

There is already a certain measure of mutual agreement that the 10-month strike means the proposals by the board last March to cut four million tonnes of capacity with the loss of 20,000 jobs and the closure of 20 pits within 12 months has now been overtaken by events.

If this agreement could be further substantiated in behind-the-scenes talks, the union could be prepared to suspend its strike and go into negotiations.

Losses caused by strike

Coal Board chiefs are already aware of the possible TUC initiative.

It could be based on the NUM's previous compromise proposal, discarded by the board at Acas talks last October. The union was then prepared to drop its demand that the pit closure programme should be withdrawn in return for a form of agreement that it was "no longer applicable" in view of

Editorial Comment — P18

the production losses caused by the strike itself.

Presented with the possibility that the NUM might now call off its strike if such an interim position was accepted, the board, according to some senior union leaders, might be advised to think carefully about the prospect of a settlement "honourable to both sides."

Mr Trevor Bell, general secretary of the NUM colliery officials and staffs area, said last night: "There is now a real prospect that something will emerge fro' mtomorrow's meeting to get talks going again. I think it is important we make some move to get back to the negotiating table."

The suggestions for peace moves will be made to the union executive as more miners return to work — with the board reporting that a further 505 went back yesterday making this week's total 2,021, the highest in any wee since mid-November.

Mr Bell said the NUM should look at the prospect of going to the Government and the Coal Board with proposals tabled by all the mining unions and seek an improvement in the pit review machinery for the industry.

Mr Ted MacKay, leader of the North Wales miners, said he believed that initially the NUM should be discussing talks about talks.

The NUM executive will also consider a call from Lancashire for a resumption of negotiations on the strike and a plan, drawn up by the Welsh churches, that the future of the industry should be considered by an independent review body.

Mr Dennis Murphy, secretary of the Northumberland miners, said yesterday that he would

Continued on Back P, Col 3

Strike will have 'little effect', says BR

By STEPHEN WARD Industrial Staff

BRITISH RAIL was confident yesterday that a one-day rail strike called for today week could be avoided by negotiation.

Mr James O'Brien, joint managing director, said he believed that any action would have no more than local effects in the Midland mining areas, which have sparked the dispute over railmen "blacking" coal trains in support of the miners.

He said there was no possible justification for the strike called to protest at complaints of management "harrassment" to try to make railmen lift their blacking.

British Rail has denied doing more than taking any railmen who expressed an interest to see examples of coal being taken into power stations by convoys of lorries.

Details today

A joint committee of National Union of Railwaymen and the train drivers' union Aslef spent several hours yesterday deciding who to call out. British Rail will be given details today of which services it is understood that the unions decided the most effective way to act would be to ask only a relatively small number of key staff, such as those who man signal boxes, to strike.

With a good response from key staff, considerable chaos could still be caused in the Eastern and London Midland regions, which have been chosen for the stoppage next week because they are the areas with working pits moving some coal by rail.

Leaders of the rail unions have indicated their willingness to reach a negotiated settlement.

If the srike does go ahead, one possibiliy otpen o British Rail is to follow the recent example of Austin Rover and to use the 1984 Trade Union Act.

Under section 11 of this Act, unions are liable to court action and damages up to £250,000 if the ydo not hold a secret ballot before calling a strike.

RAILMEN SUSPICIOUS

Concern at 'outsiders'

JAMES O'BRIEN writes: Some ra ilmen at the depot at Coalville, Leicestershire, which is at the centre of the row, said last night thmat they did not support the unions' reasons for a strike, which they interpreted as an attempt to bolster the National Union of Mineworkers.

They were more concerned about the action of management, who they claimed had brought in "outsiders" to allow the movement of trains to power stations.

The Coalville depot is in the centre of a working coalfield and about 100 NUR and Aslef members are employed at the depot.

A signalman was removed from his job after deciding he could not continue to allow the passage of coal trains. He was told by management, claims railmen, that he was not physically fit to do the job.

Senator Edward Kennedy visiting Mrs Winnie Mandela, wife of Nelson Mandela, jailed leader of the African National Congress, at her home at Brandfort in the Orange Free State yesterday. Report—P4.

SHARE PRICES UP AGAIN

By CLIFFORD GERMAN Financial Correspondent

SHARE prices raced ahead again yesterday and the FINANCIAL TIMES 30 share index closed another 11·9 points higher at an all-time high of 985·1, encouraged by the weight of money available for investment and relief at the easing of interest rate fears.

British Telecom shares forged further ahead closing 4p better at 115p. Bank shares improved, and British Government stocks regained some recent losses to close up to £⅝ higher on balance.

Share prices also rose to new peaks in Tokyo, Frankfurt, Paris and Zurich.

Profits squeezed

Weak currencies are boosting company profits outside the United States, and their economies are still emerging from the recession, while the United States economy is growing less slowly and company profits are being squeezed by the continuing strength of the dollar, city analysts believe.

The dollar was again strong on the foreign exchanges yesterday and in spite of late profit taking it closed higher against all leading currencies. The pound fell initially as the prospects of higher inter base rates eased.

It later rallied but still closed 65 points lower on balance at $1·1452 while the trade weighted average closed 0·4 lower at 72·3 per cent., after 72·2 per cent. Interest rates eased slightly in the London money markets.

City Report—P21.

PSYCHIATRIST IS ACCUSED OF BLAST PLOT

Dr Moira O'Shea, 65, a retired consultant psychiatrist who has been held in Liverpool under the Prevention of Terrorism Act is to appear before magistrates today charged with conspiracy to cause an explosion.

Dr O'Shea was detained at her Birmingham home by Social Branch officers on Saturday evening—an arrest which has brought protests from some Left-wing MPs and the Irish Freedom Movement because of the poor state of her health.

Four men have also been remanded in custody on charges of conspiring to cause an explosion.

PRINCESS HAS QUIET DAY

Princess Margaret, 54, spent another quiet day at Brompton Hospital yesterday recovering from her lung operation on Sunday.

She received no visitors, but it was stated that as she was making excellent progress, no further bulletins on her condition would be issued.

HOSPITAL ALERT

Police last night sealed off the Royal Berkshire hospital in Reading where the Iraqi stab victim Dr Enad Hammodi is detained. A suspect briefcase is being examined by members of the Bomb Squad.

Robbery theory—P3

Secrecy order in rent-a-womb case

By R. BARRY O'BRIEN

THE judge who made the baby girl at the centre of the surrogate birth controversy a ward of court gave a warning to newspapers yesterday that her father must not be identified.

Mr Justice Latey, speaking to the Press Association news agency, said: "There is to be no publicity which might lead to the identification of the father or his wife."

The judge made the wardship order at a private hearing in his home at Roehampton on Tuesday on the application of a party whose identity has not been revealed.

He said yesterday: "It is likely that I will consider it appropriate to give a judgment in open court and, if so, advance notice will be given."

Mr Justice Latey, 70, a senior judge of the High Court's

Picture—P19

Family Division, is now legal guardian of the baby born to Mrs Kim Cotton, 28, at Victoria Maternity Hospital, Barnet, six days ago.

The baby has been kept at the hospital since Barnet Borough Council obtained a place of safety order from magistrates preventing her from being handed over to her prospective parents.

Speedy hearing

An early court hearing on the child's future was expected.

Cases concerning wardship, guardianship or adoption of children are usually held in private but judges occasionally give judgment in public when cases involve important points of law or public policy.

The case of Mrs Cotton's baby has created a legal precedent because it is the first in Britain in which a surrogate mother has been offered money to have a baby for a childless couple.

The arrangements were made by a commercial surrogate parenting agency headed by Mrs Barbara Manning, a former health visitor. The Government

Continued on Back P, Col 6

FERRY BLOCKADE CALLED OFF

By Our Staff Correspondent in Paris

Sealink ferries between France and Britain will resume normal service today. French seamen who have been blocking the western harbour at Dunkirk and Sealink gangways at Calais, Boulogne and Dieppe, ended their industrial action yesterday.

The management of French national railways, which owns the French side of Sealink, has under pressure from the Paris Socialist Government agreed to postpone switching the ferry St Germain from passenger services to freight until the end of February and to abandon disciplinary action against some seamen.

4½ pc REJECTED

By Our Industrial Staff

Leaders of 900,000 local authority manual workers yesterday rejected a 4½ per cent pay offer. More talks are scheduled for Jan. 25.

24 KILLED IN BLAZE AT HOME

By MICHAEL FIELD in Paris

AT least 24 old people were killed when a fire swept through a home in the village of Grandvilliers near Beauvais in northern France early yesterday.

The fire is believed to have broken out when water from a pipe burst by frost caused a short circuit.

More than 160 people, many in their eighties, were rescued. Residents of the village rushed from their homes to help carry inmates many of them bed-ridden, to safety in temperatures about minus 13C (8·6F).

President Mitterrand postponed a Cabinet meeting to fly to the village by helicopter to inspect the charred wreckage and M. Franceschi, Secretary of State for the Elderly, ordered an immediate inquiry.

An 88-year-old inmate, Elia Haudiquer, said she was awakened by screaming.

"I tried to get dressed, I was trembling," she said. "The roof was burning all over. . . . We walked out in the snow, but everything happened very quickly. It was like a bad dream."

FROZEN CATHEDRAL

By Our Staff Correspondent in Bonn

Holy water has frozen in below-freezing temperatures inside Cologne cathedral as the Continent continues to suffer from its severe cold spell. Priests have been instructed to shorten their sermons.

Snowbound Riviera—P19

LATE NEWS

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FOREST THROUGH

(Michael Calvin—P34) Trevor Christie scored third for Forest (110 mins.)

DARTS

(Report—P34)

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'LEAK' ON CHEMICAL WARFARE

By JAMES WIGHTMAN Political Correspondent

THE Government began an inquiry last night into a report in the NEW STATESMAN magazine claiming that leaked documents from a Cabinet committee showed the Government to be considering setting up a stockpile of chemical weapons after a change of policy.

The report, which was later carried on Channel 4 news, prompted 10 Downing Street to issue a statement saying: "There is no change of Government policy. Nor do we expect one."

A Defence Ministry statement added that Britain had not had chemical weapons since the 1950s.

Officials could not immediately confirm as genuine the documents mentioned in the NEW STATESMAN, a Left-wing political magazine.

Compromise attempt

It could be seen as an attempt to compromise the Prime Minister after her world tour trying to encourage new arms limitation talks.

The NEW STATESMAN claimed to have leaks of papers of a special ministerial comittee set up by the Prime Minister last summer under her own chairmanship.

The committee's papers were said to carry two security classifications: "CMO for concerned ministers only" and "secret—UK eyes only."

The report said that at its first meeting on Aug. 2 last year "ministers were given background information on Soviet capabilities in chemical weapons and offered four options for defence against chemical attack, drawn up by the military chiefs of staff."

Protective clothing

The report added: "They were: to reach an arms control agreement with the Soviets; to issue protective clothing and masks to key industrial, government and military staff; to encourage the Americans to go ahead with a programme of building new chemical weapons and allow these new weapons into Europe; and finally, for Britain to resume the manufacture of chemical weapons.

"It is understood that Mrs Thatcher was in favour of this last option, against the advice of both Michael Heseltine and Sir Geoffrey Howe."

The report said the committee did not decide to abandon efforts to negotiate a chemical weapons treaty and had not yet reached a collective view on the option of Britain producing its own chemical weapons.

But Mrs Thatcher's "support for that option is said to be enthusiastic."

Labour will press the Prime Minister in the Commons today about whether the report is true.

Mr Denzil Davies, Labour's defence spokesman, said last night: "I would be appalled if this were true. If Mrs Thatcher were thinking about chemical rearmament, it could only damage the progress made in Geneva on nuclear arms."

Today's Weather

GENERAL SITUATION: High pressure area slow moving over Britain.

LONDON, MIDLANDS, CEN. S. ENGLAND, S.W. SCOTLAND: Fog patches, mainly dry, sunny spells. Wind variable, light. Max. 37F (3C).

S.E., E., N.E., S.W., ENGLAND, E. ANGLIA, CHANNEL IS., WALES: Sunny intervals, wintry showers. Wind N. or N.E., light or moderate. 39F (4C).

S. NORTH SEA, STRAIT OF DOVER: Wind N force 5 or 6-7 decreasing 1-3. Sea rough becoming slight.

ENG. CH. (E.): N. 1-3 or 4. Slight.

ST. GEORGE'S CH., IRISH SEA: Variable, 1-3. Smooth.

OUTLOOK: Mainly dry, very cold, frost and fog patches.

Weather Maps—P34.

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U.S. 'got what it wanted' at Geneva talks

By FRANK TAYLOR in Washington

AS Mr Shultz, the American Secretary of State returned to Washington yesterday after his talks in Geneva with Mr Gromyko, the Soviet Foreign Minister, a White House official said President Reagan was proud of the result of the meeting.

"We got what we went for." The official added: "The President hopes there will be an agreement eventually, but it takes two."

The three-track arms control negotiations for which the Geneva meeting set the stage would amount to the most far-reaching effort to rid the world of nuclear weapons ever undertaken, other officials said.

They stressed, however, that it could take years to reach solid accords with the Russians.

The assessment in Washington is that both sides at Geneva made concession, but Moscow gave the most ground.

Space weapons

Mr Gromyko won a major point in getting Mr Shultz to agree to the objective of "preventing an arms race in space." Up to that point, the Americans had been willing only to say they would "discuss" their space-based anti-missile defence programme at some future date.

But Mr Shultz persuaded his opposite number to agree that any negotiations on space defence systems should include ground-based missile defences. The Russians had previously tried to keep these systems out of the space talks.

The American side also said they made a gain in getting Mr Gromyko to agree to new arms control talks at all. It was the Russians who brought the previous talks to a halt, saying they would not continue while the Americans deployed new intermediate range Pershing and cruise missiles in Europe.

Diplomats said yesterday that Moscow had apparently realised that it had gained nothing by this stance, least of all a split in Nato.

In a television interview, Mr Shultz indicated that the Russians are prepared to negotiate substantial reductions in their offensive nuclear arsenal.

Mr Shultz told journalists on his plane yesterday that research for President Reagan's space-based missile defence system would not be halted. Eventual deployment could be a matter for negotiations in future years.

Other officials said yesterday that the general build-up in America's defences would not be slowed while the three-track arms negotiations — on strategic, intermediate-range and space-based weapons — were in progress.

Gromyko warning—P4: Editorial Comment—P18

MOSCOW CLAIMS CREDIT

By NIGEL WADE in Moscow

MOSCOW claimed credit yesterday for the success of the Geneva arms talks between the Soviet Union and the United States.

"We have plenty of good will and desire to co-operate on an honest and equitable basis," said a Tass news agency commentary issued after Mr Gromyko, the Soviet Foreign Minister, returned to Moscow.

PRAVDA had earlier published the joint Soviet-American communique from Geneva on an inside page.

"The ball is now in the West's court," the Tass analysis said. There were no issues which could not be solved through negotiations based on a constructive approach and goodwill.

"Radical solutions"

"True to its principled policy of peace, the Soviet Union and its diplomacy consistently stand for checking and reversing material preparations for war," Tass said. "This is precisely why our country addressed President Reagan with a proposal for both sides to open talks."

Tass again stressed Moscow's view that "it is particularly important that militarisation of outer space be prevented" and repeated that Russia would seek "the most radical solutions."

The coming negotiations, agreed upon at Geneva, would not be easy. "There is no doubt that a long and difficult road lies ahead."

Some Americans still sought space-based military superiority over Russia.

ANTI-COIN MAIL

The Government has received 1,350 letters — mostly critical — in response to its decision to phase out £1 notes, Mr Ian Stewart, junior Treasury Minister, said in a Commons written reply yesterday.

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PLEDGE ON PUBLIC WORKS SPENDING

By ROLAND GRIBBEN Business Correspondent

GOVERNMENT action to see how spending can be increased to reduce a backlog of repair and maintenance work on schools, hospitals, council homes and roads was promised at a meeting of the National Economic Development Council yesterday.

Ministers, headed by Mr Lawson, Chancellor, also agreed to set up a working party to examine pleas from the Confederation of British Industry and T U C for a public works programme to help stimulate faster growth and reduce unemployment.

The moves came during an often stormy meeting where the Government came under strong pressure from both sides to change economic priorities.

But while Ministers agreed to more studies there was no sign that Mr Lawson was shifting from his arguments that tax cuts rather than public spending programmes would do more to reduce unemployment.

The council also accepted a year-long work programme to assess where new jobs can be created against the background of a gloomy report from Mr John Cassells, director-general of the National Economic Development Office, the body which serves the council.

The report said that unemployment is far above any level which is desirable or necessary and added: "It is hard to find any solid grounds for expecting much improvement till the end of the decade."

'Robust discussion'

The debates on public works programmes, punctuated by demands from Mr Norman Willis, T U C General Secretary, for increased spending, dominated the near four-hour meeting, only the second atended by T U C leaders since they ended their boycott.

Mr Willis afterwards described the discussions as "robust" while Mr Lawson, who chaired the meeting, said it was "civilised."

The Government agreed that priority should be given to examining ways of spending more on repair and maintenance after the presentation of a report from Mr Cassells which showed that buildings and roads were being neglected because of spending cuts.

Mr Jenkin, Environment Secretary, accepted the report as an "accurate and useful" contribution but disputed estimates o fa £5 billion backlog on council house repairs alone.

But he promised to report back to the council within six months on issues raised by the report

A group consisting of Sir Peter Middleton, Treasury Permanent Secretary, Sir Terence Beckett, C B I Director General, Mr Peter Willis and Mr Cassells, will also lok at the scope for follow-up action after the Government reports.

The group will also examine presentations on public works programmes from the C B I and T U C. The C B I wants a major roads programme and the T U C a £50 billion, five-year public works programme.

The report from Mr Cassells described a disturbing situation where large sums were being wasted and where buildings and roads had deteriorated because of a heavy maintenance backlog.

County surveyors told officials in Mr Cassells' office that without maintenance spending two or three times the current level many local roads will soon deteriorate to the point where far greater investment will be needed.

The backlog of hospital maintenance work is estimated at £2 billion and in some education authorities spending on repairs was only 6 p.c. of the amount needed on th most urgent jobs.

There were serious defects in council housing and while the report says it was impossible to put an overall figure on the cost of remedying the backlog it was substantial

£15m offer to Laker creditors

By Our Business Correspondent

BRITISH AIRWAYS and the 11 other defendants in the conspiracy case brought by the liquidator of Laker Airways are offering trade creditors a total of £15 million to settle their claims, it emerged yesterday.

The 15,000 plus trade creditors claim they are owed substantially more by Laker. But the key creditors are seriously tempted by the offer.

The 12, who also include British Caledonian, T W A and Pan Am, are offering to settle all claims up to £50,000 in full. The bigger creditors are being offered £50,000 and 20 p.c. of any balance.

The creditors range from small to major Laker suppliers in Britain and overseas, and are one of the major stumbling blocks in the way of a deal with Mr Christopher Morris, the Laker Liquidator.

Anxious to settle

British Airways is particularly anxious for an out of court settlement in the case brought by Mr Morris in America. He claims that the 12 conspired with cut-price transatlantic fares to drive Laker out of business.

The 12 are understood to have made an offer of about £44 million to settle the case, but Mr Morris has tabled a claim that could produce up to £877 million in damages if he is successful.

Claims against Laker could total £250 million according to provisional estimates, including the £4 million owed to 4,000 stranded ticket holders.

A settlement of the Laker claim would help clear the way for the £1 billion flotation of British Airways later this year.

MINERS SEEK LIMIT TO MASS PICKETS

Miners in South Wales will seek an injunction in the High Court today aimed at limiting the number of pit pickets in the area.

Twenty miners, some working and some not, have issued a High Court writ challenging the legality of mass picketing which, they say, amounts to unlawful intimidation. It is the first time that the volume of picketing has been challenged in the courts.

The Welsh miners are suing Mr Emlyn Williams, the South Wales N U M president, Mr George Rees, secretary, and Mr Terry Thomas, vice-president.

BACK-TO-WORK LEADER ON THEFT CHARGES

Ken Foulstone, one of the rebel miners' leaders in the back-to-work revolt in the Yorkshire coalfields, has appeared in court at Doncaster charged with two burglaries allegedly commited in 1977 involving the theft of property worth more than £3,000.

Foulstone, 44, of Markham Flinton Pumping Station, Milton, near Retford, Nottinghamham, is accused of breaking into Cantley Hall, near Doncaster, and another house in Doncaster.

He was remanded on bail until Feb. 5.

NEW LINEN FACTORY

A Hongkong-based company which employs 14,000 workers worldwide is to open a linen factory at Doagh, Co. Antrim, Northern Ireland. It will create 60 jobs.

Darren Peel with Trixie—the family pet whose caper with a taper nearly brought the house down.

GAS BLAST CAUSED BY DOG

A BLACK mongrel bitch called Trixie yesterday caused a gas explosion which wrecked her owners' home in Clifton Street, Athersley, Barnsley.

The four-year-old pet is thought to have pulled off a taper used to light the cooker, leaving an open-ended pipe with gas pouring out. It was ignited by the pilot light.

The blast lifted the three-bedroomed terraced house from its foundations, blew off the roof, shattered windows, cracked interior walls and ripped up floorboards and ceilings.

But the sleeping family, Mr Gerry Peel, 50, his wife Eileen, 46, and their son Darren, 14, escaped unhurt. So did Trixie, a budgerigar called Jackie and a tortoise called Gerry, who was not even roused from his hibernation.

Mrs Peel said Trixie was normally very well-behaved. "It's a miracle we weren't all killed." The Peels are now staying in alternative council accommodation.

Dikko affair stops adoption, say couple

By CON COUGHLIN

A BRITISH couple claim they have been prevented from adopting a Nigerian orphan in revenge for the Government's decision to consider granting political asylum to disgraced Nigerian minister Dr Alhaji Dikko.

Mrs Sheilagh Jeffery, 41, applied to adopt Daniel, a 10-year-old Nigerian after she met him in an orphanage in Nigeria while working for a charity in October.

But when she returned to Nigerial before Christmas to collect Daniel she was told by a welfare officer that the Nigerian government would no longer authorise the adoption because Britain had agreed to consider granting political asylum to "that traitor and murderer" Dr Dikko.

Dr Dikko, a former Nigerian transport minister, was the centre of a diplomatic row when he was found drugged and bound in a crate at Stansted Airport, Essex as part of an ill-fated attempt to smuggle him back to Nigeria.

Last resort

Dr Dikko applied for political asylum shortly before Christmas and Mrs Jeffrey, of Cove, near Tiverton, Devon, claims her adoption request was turned down in revenge for the British Government's action.

"They made it quite clear that the only reason I could not have the child was because I was British," she said yesterday. "Everything else had been sorted out and the adoption was set to proceed. Now I don't know what will happen."

As a last resort Mrs Jeffery says she is prepared to return to Nigeria and live as the common law wife of a Nigerian for six months so that she can gain Nigerian citizenship and adopt the child without interference from the authorities.

"My husband and I are prepared to consider it as a last resort. But we hope we will be able to find a more sensible solution to the problem," she said.

A spokesman for the Nigerian High Commission in London said the Nigerian government would not prevent British parents adopting a Nigerian child purely for political reasons.

"There is absolutely no question of this matter having anything to do with the Dikko Affair," said a spokesman. "The application may have been rejected on other grounds but there are many British people currently adopting Nigerian children without any difficulty."

Big farm policy 'ignores investment in people'

By GODFREY BROWN Agriculture Correspondent

BIG business agriculture may have been heading down the wrong road in its striving for ever-increasing productivity and efficiency, it was suggested at the annual Oxford Farming Conference yesterday.

Mr F. E. Shields, general secretary and treasurer of the National Federation of Young Farmers' Clubs, said agriculture had moved down the road of ever-increasing business size, high inputs and high mechanisation, "which has meant that we must have higher returns."

Supposedly, this had been done in order to survive, but it had enabled large farmers to get even bigger and to do so on increased borrowing.

Missing ingredient

"Had we fought to ensure that the income from small farms was adequate to support a family and to ensure that the advantages of size did not overwhelm the small businesses, we may have had a different farm structure today without the worrying trends to industrialised agriculture." Mr Shields said.

Some people inside agriculture and many of those who had been squeezed out questioned the validity of arguments that ignored anything other than the business size.

They were all swallowing the definition of "efficiency" that missed the vital ingredient, which was that the efficient use of resources must include land, people, environment, machinery and capital and weighting these in the interests of all the people concerned.

"We cannot condone the casting aside of our small farmers and workforce, and abandoning them to an urban lifestyle on social security," he said.

Pressures also came from environmentalists, who saw parts of the countryside changed beyond acceptable levels, from young people who saw neither housing nor job opportunities, and from a few farmers who saw the big business agriculture being very vulnerable to political whims.

The days when farming could shed its labour without any social responsibility had gone. Generations of unemployed farmers had been soaked up by the first industrial revolution, but now the technological revolution was shedding labour and cities no longer had a pool of jobs for those displaced from agriculture.

Farmers were safer and much more acceptable as people and as an industry when the farm structure was smaller, Mr Shields said. "It is time for us to ask the policy-makers to look at new and bold policies. Small, safe and comfortable is happier than large, vulnerable and deeply in debt, and the present examples of large viable farm businesses swallowing their neighbours should tell us the rules of the game are wrong.

"We are considering the return per acre rather than the return on the investment in people, and this will lead us into the kind of social problems that exist in our urban areas," he said.

Shedding labour

Prof Colin Spedding, director of the Centre for Agricultural Strategy at Reading University, and dean of the university's agriculture and food faculty, said one criticism of large-scale, intensive farming was that it had pursued efficiency of labour use solely by shedding labour at a time when unemployment had been growing.

Agriculture, as so often, gave the impression that it could only see one path to progress. It argued that more people would simply share the wealth now generated, increasing costs and reducing profits.

But little serious thought had been given to the use of labour to avoid losses and wastage, increase output, and generate additional value-adding enterprises. Yet some farmers were already doing this.

Parents rapped for 'playing at teacher'

By SARAH THOMPSON Education Staff

TOO many parents are "playing at teachers" and are pushing professional teachers out of jobs, the second largest teachers' union said yesterday.

Mr Fred Smithies, general secretary of the National Association of Schoolmasters and Union of Women Teachers, said: "Children like to play at parents and it sems that many parents like to play at teachers.

"But even the best-intentioned amateurs need to be subject to close professional control and direction if they are to venture into any classroom."

The 126,000-strong union says: "The increasing use of parents and other volunteers in primary schools is often a reflection of the reluctance or inability of most local education authorities to provide adequate staffing, ancilliary help and other resources."

Parents in the classroom should always be there with the agrement of the teaching staff, says the union, and should be held legally accountable for their actions. They should act under the teachers' supervision and should never be used to substitute for a teacher.

It said that roles undertaken by parents include helping out at school functions, providing transport for school teams, working alongside teachers in lessons and doing work such as library duties, which would otherwise be done by paid staff.

"Parental involvement in school can help to raise standards by bringing school and home closer together," says the union. But it warns members that the trend threatens their jobs.

Owen to press for more SDP peers

By VALERIE ELLIOTT Political Staff

DR OWEN, S D P leader, would like to see the creation of more S D P peers, and is hoping that this year the Prime Minister will agree to add to the party's 43 members in the House of Lords.

He believes in the need for working peers in the Lords, nominated by political parties, until there is a reformed second chamber.

This would contain an elected element and nominated members would be chosen by an independent commission.

Last year Dr Owen submitted a list of S D P nominees but Mrs Thatcher did not approve any of his recommendations. The S D P did not receive any honours in the New Year's list published last week. By tradition, however, the Jan. 1 list does not contain names of new working peers which are usually announced during the summer.

Dr Owen now has six months to convince Mrs Thatcher that the numbers of S D P peers should be increased, but the general view in the party is that she is unlikely to agree to strengthening the Alliance in the Lords. There are now 43 S D P and 41 Liberal peers.

S D P candidates

Among the names favoured by Dr Owen is Lieut-Col Richard Crawshaw, 67, former M P for Liverpool, Toxteth. As a former deputy speaker Dr Owen believes he is entitled to a peerage by convention.

Other possible candidates include Mr Tom Bradley, chairman of the Transport Salaried Staffs Association, and Dr Jesse Dickson-Mabon, both former S D P M Ps who lost their seats at the last election.

The Alliance parties, although favouring reform of the Lords—a joint consultative paper on reform o fthe Lords has been drawn up—believe strongly in the need for a second chamber to act as a check on the power of government to force through legislation.

They also stress the value of a second chamber which can fully scrutinise bills which pass through the Commons often largely unexamined.

BMA VOTES TO FIGHT DRUGS LIMIT

By Our Health Services Correspondent

PARENTS will have to make their children swallow foul-tasting medicines if the Government goes ahead with its plans to limit the number of drugs doctors may prescribe on the N H S, the British Medical Association claimed yesterday.

A meeting of the B M A council voted unanimously to seek a meeting with Mr Fowler, Social Services Secretary, to present their objections.

The association, which is opposed to the principle of a limited list of medicines, voted by 34-9 not to discuss with Mr Fowler which drugs might be included on such a list.

Dr John Marks, chairman of the council, is writing to all M Ps urging them to vote against the proposal for a limited list when it comes before Parliament.

The doctors' anger is directed against plans to save £100 million a year by limiting the number of drugs doctors may prescribe in certain categories. These include cough medicines, laxatives, indigestion remedies, low dose vitamins, pain killers, tonics, sedatives and tranquilisers.

Dr Marks says in his letter to M Ps that from the day the health service was started in 1948 doctors have been able to prescribe medicines on the basis of what patients need rather than on the basis of what they can afford.

ULSTER AIM IS TO 'GRIND DOWN TERRORISTS'

By Our Belfast Correspondent

The Government's top priority in Northern Ireland this year was "grinding down the terrorists," Mr Hurd, Ulster Secretary said yesterday.

But Mr Hurd said security and the defeat of terrorism in the province could not be dealt with in isolation and the Government would continue to tackle the crucial political and economic problems.

Last year terrorist violence dropped to its lowest level since 1970 with 64 deaths compared to nearly 400 in 1972. Mr Hurd stressed he would not be rushed into trying to get quick political solutions.

CND WOMAN LOSES FIGHT OVER TAX BILL

Mrs Joanna Kirkby, a peace campaigner, lost a battle with the Inland Revenue yesterday, but vowed to fight on. Mrs Kirkby, 65, of Western Hill, Durham City, was ordered by the Durham County Court to pay a £44 tax bill within 14 days.

She said later she would not, but her refusal would give the taxman the power to seize the money from her bank or send bailiffs to her home.

Mrs Kirkby, a widow, and member of Christian C N D, has repeatedly refused to pay the portion of her annual tax bill she believes would be used on defence spending, and has sent it instead to the National Insurance contributions account. She was told at yesterday's private hearing that her defence was a political one, and had no standing in law.

Fight ahead over city task forces

By JOHN CRIGSBY Local Government Correspondent

MINISTERS will announce early in March details of Government plans to set up five task forces to tackle the problems of unemployment and inner-city decay.

The new bodies will be based on the Merseyside task force, set up by Mr Heseltine, then Environment Secretary, after he visited Merseyside more than three years ago in the wake of the Toxteth riots.

There will be stiff resistance from leaders of the Labour-controlled councils in the areas involved who are suspicious of the whole idea as a "Trojan horse" designed to introduce more central government control into their areas.

They also argue that the comparatively small amount of public money available to the task force will divert attention from the loss of far larger amounts in rates support grants — the money the government gives local authorities to help meet their costs.

Liverpool warning

Merseyside Metropolitan Council is to call a meeting of the other authorities to be involved in the new Government initiative to warn them of what it sees are the dangers of task forces. It claims that the Merseyside force has got bogged down in the details of small-scale projects without managing to tackle the underlying problems of the area. The Labour-controlled Liverpool City Council has refused to work with the force on any housing initiative.

Under Mr Heseltine's scheme a team of civil servants and people seconded from private industry moved in to co-ordinate efforts of different Government departments, including Environment, Employment, Trade and Industry, as well as the Manpower Services Commission, and the private sector.

Mr David Renshaw, an Under-Secretary at the Department of the Environment, who is the task forc edirector, said: "A lot gets done. We have to work within the current economic climat, but one of our most significant achievements has been to help tackle the housing problems of Mersyside."

Under a community refurbishment scheme, 7,000 homes have been repaired and redecorated by unemployd tenants on local huosing estates.

Mr Renshaw called the scheme "a classice example of self-help, a classic of people in rundown areas able to pull themselves up by their own bootstraps."

Training places

The force was also responsible for the Stockbridge Village scheme where a rundown estate in Knowsley was takn over by a trust, houses refurbished and new homes built for buyers.

Soon after it was formed, the force persuaded local mployers to provid e1,200 training placs. It promoted information technology centres, encouraged the Ellesmere Port boat museum and pioneered the Wavertree technology park.

The force, which has a staff of 39 plus three from the MSC, has spent about £80 million over the last three years, apart from the money available under the urban programme and the ordinary rate support grant. This year's budget is about £35 million.

PAY FROZEN

The French-owned Michelin factory, in Stoke-on-Trent, which has announced 2,400 redundancies, yesterday warned the 5,300 remaining staff that they were being given a last chance and that their pay would be frozen for the next 12 months.

TV BOAT ODYSSEY

By Our TV and Radio Correspondent

A drama series called "The Boat Builders" about the world of luxury cruisers and ocean yacht racing is to be made by BBC Television for showing next autumn.

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RABBI BACKED BY GIRL HE TEASED

By DAVID MILLWARD

A YOUNG Jewish girl, once the butt of a wisecracking Rabbi's joke, yesterday spoke up for the rabbi, who was sacked for his saucy jokes in the synagogue.

JACQUI COE, now 15, was nine years old when she slipped during a service after sipping wine, causing Rabbi CLIFFORD COHEN to quip: "One drink and she's anybody's."

Jacqui told an industrial tribunal in London that subsequently she had been happy to attend the rabbi's confirmation classes.

"I always had a good relationship with him," she said.

Her father, Mr ALAN COE, said he had not been in the slightest bit offended by the joke.

"It was part of the atmosphere of the service, and was an impromptu remark made off-the cuff.

"It was said without malice and I took it in the spirit it was intended and so did the congregation."

Good timing

Mr KEITH BLACKBURN, who resigned from the synagogue in protest at Rabbi Cohen's dismissal, paid tribute to his personal kindness at times of stress and his wit.

"Rabbi Cohen's humour was very sharply honed and his sense of timing was very good. It usually helped lift the services at a point when they could have become very tedious."

Earlier Mr Cohen told the tribunal that he believed in Jewish celebrations being fun.

"There is a tendency to treat every synagogue service as if it is a memorial service," he said.

"It is easy for a religious occasion to become a serious occasion, but I don't think that is appropriate at a barmitzvah."

Rabbi Cohen, 36, was dismissed by the Southgate Progressive Synagogue last February after nine years' service because of his behaviour in the synagogue and for neglecting his pastoral duties.

He denies the claims, alleges unfair dismissal, and is seeking reinstatement.

He admitted yesterday on the third day of the hearing that he had told saucy jokes at services, but had not realised at first that they had offended anybody.

But once after making a remark about a boy learning "about this, that and the other — especially the other" during his barmitzvah, he had been approached by members of the synagogue.

"I learned something, and did not on any future occasion make any remark from the pulpit with a sexual overtone," he said.

The wisecracks were often at the request of the congregation, including Mr JONATHAN WHYCER, the synagogue council chairman, who had criticised Rabbi Cohen's use of humour at the tribunal earlier in the week.

Rabbi Cohen said he was approached by Mr Whycer and his fiancée before the Sabbath services which immediately preceded their wedding.

"I was asked by both of them if I could give an amusing address. I did so to the extent that there were loud chuckles in the congregation. There were never any complaints about that."

Speaking of his "Mazel and Tov" cabaret act with Jane Ward, he said the duo initially performed satirical material written by American performers such as Tom Lehrer.

"Over the years we have started writing our own songs. It is how satire directed at the Jewish community. I think I will have to write some more songs after this week," he said.

'We poke fun'

"We poke fun at most of the things people take seriously: the religious establishment, dietary laws, God, sex and rock and roll."

He likened their material to Flanders and Swann. "The audience has a chuckle rather than a big guffaw."

The songs are written in English. "I know only 15 words of yiddish and my entire yiddish vocabulary is in the song."

He denied allegations that he was lazy or failed to perform his pastoral duties.

His average working week lasted 60 hours, he said.

"I visited as many people as I could. The list of people I have visited includes over half the Synagogue council."

He also denied misusing the answerphone provided by the synagogue at his home. His duties often meant he was away from home and the machine was his only effective way of maintaining contact with his congregation.

Given the long and erratic hours he was expected to work, he occasionally did use the machine while he was in the flat in order to run his home and prepare his meals undisturbed.

The hearing was adjourned until today.

Risque performer—Rabbi Cohen in top form with Jane Ward for their Mazel and Tov cabaret act and (below) still in high spirits when he went back to the industrial tribunal yesterday.

Glue-sniffer dies after family killing

By JOHN SHAW

A YOUTH who wore punk clothes and sniffed glue killed his mother and grandmother in a knife attack yesterday and then fell to his death from an upstairs window at their home.

Police found the body of Stephen Webb, 17, in a snow covered front garden in London Road, Leigh-on-Sea, Essex.

Stephen was unemployed and his parents were divorced. His mother Pamela, 38, drove a delivery van and his grandmother Mrs Margery Rolph, 70, was a part-time cleaner in a bank. Their bodies were found in a downstairs room.

Det Ch Insp Ken Smith, head of Southend CID, said police were looking for no one else in connection with the "domestic tragedy."

The youth died in jeans and a sweatshirt, but neighbours said he usually wore black leather, tartan and chains, and dyed his hair orange and green.

Mr Henry Stennett, head of Belfairs School, which Stephen left last May said there had been no glue sniffing problems in school but he was aware that Stephen, "a quiet relatively well-behaved boy, indulged outside school hours.

HUNT RECLAIMS RESCUED HOUND

A foxhound which hunt saboteurs rescued from the main Exeter to Paddington railway line at Silverton, Devon, during a New Year's hunt has been returned to its kennels.

Mr Ralph Cook, 25, a hunt saboteur from Exeter, had cared for the eight-year-old bitch, which had lost the rest of the pack, until the Hunt reclaimed it. He was paid £6 to cover the cost of dog food.

SHOCK FOR DOGS

Electricity Board engineers repaired a fault in a 50-year-old metal lamppost in Trafalgar Street, Brighton, yesterday after two dogs received shocks when they cocked their legs against it. One dog needed veterinary treatment.

Two escapers caught

By JOHN WEEKS
Crime Staff

TWO men escaped from a prison van in the Marylebone Road yesterday after threatening to cut a prison officer's throat with a razor blade unless the handcuff keys were handed over.

The pair later forced a woman to give up her car in Seymour Place, Marylebone, but they abandoned it shortly after and took a taxi to Amberley Road, Maida Vale.

The taxi driver became suspicious and alerted police after dropping the two men off. They were arrested later outside a garage in Amberley Road.

The pair had escaped while they were being taken from Canterbury Prison to Wormwood Scrubs, where they are on remand awaiting trial on varying charges including motoring offences, theft and causing grievous bodily harm.

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MOTHER WATCHES EXECUTION

By IAN BALL in New York

WITH a whispered "goodbye, mother" to the woman watching the execution through the witness room window, Roosevelt Green, a convicted murderer, was put to death yesterday in Georgia's electric chair.

Green, a 28-year-old black, had asked that his mother, Mrs Annie Green of Roosevelt, New York, witness his execution:

He spoke his final farewell to his mother while he was strapped in the wooden electric chair and just before guards placed a leather mask over his face.

Mrs Green lifted her hand to acknowledge his farewell and showed no emotion during the execution.

Earlier, Green had winked at one of his lawyers, also witnessing the execution at the condemned man's request. The lawyer responded by giving the thumbs-up sign.

The son of a pentacostal minister, Green showed no fear as the electrodes were attached to his body. He went to his death proclaiming his innocence.

'Arbitrary' penalty

His final statement was addressed to the witnesses: "What you people are about to witness is a grave injustice. I am about to die for a murder I did not commit, that someone else committed.

"I have nothing against anyone and I have no enemies. I love the Lord and hope that God takes me into his Kingdom, and goodbye, mother."

Green was the fourth inmate and the third black to be put to death in Georgia since the Supreme Court allowed states to restore the death penalty.

He had argued in his various appeals that Georgia's death penalty was being administered in an arbitrary and discriminatory way.

His mother neither closed her eyes nor turned her head as Green's body jerked rigidly against the back of the chair with fists clenched during the two minutes that high-voltage electricity was applied.

After waiting six minutes for the body to cool, two doctors checked for a heartbeat and pronounced Green dead.

He was executed for the 1976 murder of an 18-year-old white undergraduate who was abducted from the shop where she was working, raped and then shot twice with a high-powered rifle.

31 ACCUSED OVER THATCHER DEMO

Thirty-one people, mostly undergraduates, are to face charges after demonstrations against Mrs Thatcher outside All Souls College, Oxford, last month. They have been summoned to appear before the city's magistrates on Jan. 22.

Most face allegations of public order offences. They were arrested during the trouble on Dec. 7 when Mrs Thatcher attended a seminar.

Test case over council ban on private pupils

By JOHN IZBICKI Education Correspondent

MOVES to stop a local authority's vendetta against children at independent schools are to be made in the High Court today. The test case is almost certain to have national repercussions.

Mr Barry Staniforth, a Newark farmer, is applying for an injunction against Nottinghamshire council to prevent it from stopping his 11-year-old son taking a computer course at a local technical college.

The son, Ben, who attends a £359-a-term prep school at Newark, had signed up for the course being run for juniors on Saturdays at Newark Technical College.

A letter from Mrs P. E. B. Allen, head of the Department of Adult Education at the college told Ben, however, "I have just been advised by the Nottinghamshire education authority of a new policy regarding admission to junior college to be implemented from January, 1985.

"This restricts junior college students to children resident in Nottinghamshire and not in private school education."

Mr Staniforth said last night: "I pay my rates the same as all other residents in this area and I resent being deprived of facilities available to other ratepayers simply because my child attends a private school."

One of Ben's friends, who also attends Highfields Prep School, is also barred from attending the Saturday course though his friend's sister, at a State school, is eligible for it.

The High Court action is a development in the battle being fought by parents in both the private and State sectors against a decision taken by a schools sub-committee on the Left-wing county council to bar independent school pupils from all council-run facilities.

These include the Saturday music schools and county orchestra and band as well as the use of playing fields for soccer and cricket matches and of swimming pools.

ROBBERY THEORY IN M4 ATTACK

By T. A. SANDROCK
Crime Correspondent

ROBBERY was the probable motive for the attack on an Iraqi doctor found with multiple stab wounds alongside the M4 near Reading, police said yesterday, but added that they were not ruling out a terrorist motive.

Dr Enad Hamoudi, 31, had publicly criticised the Iranian regime and acused it of providing a haven for international terrorists. The possibility that this led to a revenge attack, made to look like a robbery, is under consideration.

Det Supt David Freedland, in charge of the investigation, saw the doctor in the Royal Berkshire Hospital yesterday and was told that £200 was stolen during the attack.

Dr Hamoudi, a research assistant in the Department of Medicine at Bristol University was driving his own car early on Tuesday from his lodgings in Bristol to visit his wife in London.

He stopped briefly at a service station at Membury, Wiltshire. He told police that two men in a light coloured van or car forced him on to the hard shoulder of the M4 shortly after and then attacked him.

Although police have not ruled out the terrorist motive they have not yet questioned any Iranians or sought the assistance of leaders of Iranian groups in this country.

DRINK-DRIVE BAN ON PHIL PARKES

Phil Parkes, the West Ham and former England goalkeeper was disqualified from driving for a year and fined £250 at Bow Street yesterday, he pleaded guilty to drink-driving.

A breath test showed that Parkes, 35, of East Heath Gardens, Wokingham, Berkshire, had almost twice the legal limit of alcohol in his system

COBRA SILENCES RADIO STATION

A radio station in north-eastern Kenya went off the air for two hours on Tuesday after a 4ft cobra slithered into a studio.

A spanner thrown by an employee killed the snake after electric shocks and a methylated spirits spray failed to drive it out.—Reuter.

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HUGE TASK LIES AHEAD ON ARMS, SAYS GROMYKO

By DAVID ADAMSON Diplomatic Correspondent

MR GROMYKO, the Soviet Foreign Minister, said on leaving Geneva yesterday that immense tasks still lay ahead regarding arms-control negotiations.

Commenting on his agreement with Mr Shultz, the United States' Secretary of State, that the superpowers should re-enter arms talks, he added that they had so far taken "but a step" compared with the work which was to be done.

During their two days of talks with the Americans, the Soviet side had "particularly stressed" the importance of preventing the militarisation of space.

In contrast to Mr Shultz, Mr Gromyko made no direct reference to a point on which both had agreed: the need for radical reductions in nuclear arms leading to their eventual elimination.

American proposals for the deployment of an anti-missile system in space were the issue on which these exploratory talks about talks could have foundered.

Mr Kenneth Adelman, director of the American Arm Control and Disarmament Agency, said yesterday that Mr Gromyko had at one point been on the verge of terminating the talks with a vague statement instead of the agreement on negotiations which eventually emerged.

Agreement on U.S. Research

As a result, it had seemed for a while that Mr Shultz might have to go to Moscow for further talks. Mr Gromyko held out for a long time for an American commitment not to proceed with research.

Eventually the Americans agreed that the research programme could be considered in the negotiating group which will deal with space weapons. That fell short of an agreement to halt the $26 billion research programme but it was nevertheless a concession.

The Soviet concession seems to have been that the same group could consider American accusations that the Russians have breached a 1972 Anti-Ballistic Missile (A B M) agreement which covers land-based defensive systems.

The chief violation alleged by the Americans is that the Russians are building a huge radar at Krasnoyask, in central Siberia. The treaty stipulates that early warning radars must be on the periphery of the country.

Mr Schultz admitted in his Press conference on Tuesday night that "we didn't have much luck" in persuading the Russians that the development of defensive systems in space would improve "strategic stability."

He, too, warned that the way ahead might prove difficult when the two sides faced the substantive issues in negotiations.

"Whether we will get anywhere in the negotiations that start remains to be seen," he said. "I don't know the answer to that."

Space weapons controversy

The Russians argue that space weapons would cause a new and highly undesirable arms race. They see the research programme as a violation of Article 5 of the A B M treaty and do not accept the American interpretation of the treaty which, they claim, makes testing of defensive non-nuclear systems in space legitimate.

However, Mr Shultz emphasised the American desire to reverse the erosion of the A B M treaty, as he did the fact that no decision to go beyond research had been taken.

One issue on which there seems to have been a meeting of minds was the need to preserve and strengthen the nuclear non-proliferation treaty, which comes up for review in September this year.

The N P T restricts nuclear weapons to the five countries which have them, America, Russia, Britain, France and China and seeks to halt their spread.

The failure of the Soviet Union and United States to stop their own proliferation of new and improved weapons is often cited by non-nuclear weapons states as a violation of the spirit of the treaty.

Russia and America have continued, despite their differences, to meet frequently on the issue of non-proliferation, since it is in the interest of both to restrict the spread of nuclear weapons.

"If you have the aspiration of eliminating nuclear weapons then the subject of non-proliferation has got to be right up on the front burner," said Mr Shultz on Tuesday night.

The agreement between the superpowers allows for the subdivision of the negotiations into three groups: space weapons, long-range inter-continental weapons and intermediate-range missiles, such as the Soviet SS20 and the American cruise and Pershing 2 missiles, which are being deployed in five West European countries.

So far as the land-based and submarine-launched offensive missiles are concerned the structure of the negotiations seems to be little different in practice from what existed in Geneva until the end of 1983, when the Russians walked out.

Although progress in the three groups will be linked, the preservation of intermediate-range weapons as a distinct group will make it easier for the Americans to keep their pledge to consult closely with their Nato allies on the conduct of the talks.

Tensions still running high

It will also prevent the Euro-missiles becoming confused with the long-range "strategic" missiles when the two sides reach the stage of considering how to make cuts in their armouries.

The talks will, of course, take place within a political environment in which the tensions between the superpowers are still running high. There is still little trust between them.

The first task for the United States and the Soviet Union will be to decide within the next month where to meet.

Geneva would appear to be the most suitable venue but the Soviet insistence that they are entering entirely new talks may make them seek some other neutral city.

Vienna would be an obvious alternative. Stockholm is a possibility, although it is already host to the 35-nation European security conference. Belgrade is another neutral or non-aligned capital which might be considered.

BALANCE WILL BE KEY WORD

By Air Cdre G. S. COOPER Defence Staff

MILITARY advice for the American and Russian arms control negotiators remains firmly based on appreciating that it would be dangerously unwise to seek to alter the strategic balance in weapons that support mutual deterrence.

The military requirement is for equitable and verifiable reductions in nuclear forces to be achieved in a way that would enhance deterrence and thus ensure peace.

Balance will be the key word in the talks to be held by the three groups set up to discuss long-range intercontinental missiles, intermediate-range weapons and space weapons.

The ultimate aim of eliminating all nuclear weapons would make no military sense without full and verifiable agreement on balancing all other weapons of war.

Last year at the Geneva conference on disarmament the United States introduced a draft treaty calling for a comprehensive and verifiable global ban on chemical weapons.

Central points

Central to the American proposals are strong verification and compliance provisions, including automatic and unimpeded on-site challenge inspections of military and government-controlled facilities in the event of a suspected treaty violation.

The Soviet Union, though stating that it, too, seeks a complete ban on chemical weapons, has not shown itself willing to accept such measures.

Going back to the need for strategic balance in intercontinental ballistic missiles (I C B Ms), the Americans blame the Russians for upsetting it by reaching beyond equality to establish a superior position in key areas.

The Soviets are credited with 1,398 land-based I C B Ms and the United States with 1,045.

The Soviets are seen to be testing new systems, which raise questions in American minds as to the overall size and quality of the Russian forces in the coming years.

Negotiations in this area, therefore, will involve a serious effort on America's part to cut these systems to a stable level.

As for intermediate-range nuclear weapons, Mr Richard Burt, chairman of Nato's Special Consultative Group, has announced that the alliance is prepared to halt, reverse, modify or dispense altogether with the deployment of 572 cruise and Pershing 2 missiles

The Defence Ministry attaches great importance to the achievement of substantial negotiated reductions in the strategic arsenals of the two superpowers and has said that, if such reductions were to be achieved and if no significant changes had occurred in Soviet defensive capabilities, the British position would be reviewed.

U.S. MARINE TRIED TO SELL SECRETS

By Our Washington Staff

A United States Marine was sentenced to 12 years in prison last August for trying to sell military secrets to the Russians, it was disclosed yesterday.

An F B I spokesman said that Private Robert Cordrey, 23, was convicted by a military court in North Carolina of attempting to sell information on American nuclear, biological and chemical warfare systems.

$50,000 BAIL FOR 'SUBWAY VIGILANTE'

By Our New York Staff

Bernhard Goetz, New York's "subway vigilante," accused of shooting four black teenagers who allegedly tried to mug him in an underground train, has been freed from jail after drawing on his own resources to raise the $50,000 (£43,859) bail.

In doing so he shunned public efforts to provide his bail money. More than $4,000 has been contributed to a defence fund in four days of collecting.

Goetz, a 37-year-old electronics specialist, was back in Manhattan Criminal Court yesterday for what was to have been his formal arraignment on attempted murder charges. But the case was adjourned until next Wednesday after the prosecution said that it needed more time to prepare its case.

Healey's policy snubs Labour unilateralists

By VALERIE ELLIOTT Political Staff

A LABOUR Government would work for a non-nuclear defence policy for Nato, Mr Healey, Shadow Foreign Secretary, said yesterday. But he denied Britain would be free of nuclear weapons if Labour were elected.

He also denied that a future Labour government would remove every American base from Britain, but would rather enter into negotiations with the United States on the matter.

His views, in strident conflict with most of the party's Left-wing and passionate unilateralist caucus, are set out neatly in a comprehensive pamphlet for the Fabian Society, "Labour and a World Society," an update of an essay he wrote for them in 1951 "Power Politics and the Labour Party."

The pamphlet makes up what he believes would be the defence strategy of a Labour government and which he claimed yesterday was backed in principle by Mr Kinnock, Labour leader.

He believes that the main argument inside the Labour party should be concerned with how to shift Nato policy towards a conventional deterrent.

"The Labour party has never believed that it is possible to achieve its objectives by unilateral action alone, or by multilateral action alone," he writes.

He stresses that Britain can act unilaterally but only if this did "not lead to reactions by other governments inside or outside the alliance (Nato) which make the situation more dangerous."

No use for cruise

Thus he argues that Britain could get rid of cruise missiles "because they serve no military purpose and undermine public support for the alliance," and could cancel the Trident programme.

Mr Healey also stresses Labour's commitment to decommission the Polaris force which during Mr Kinnock's recent visit to Moscow was matched by President Chernenko's commitment to match the dismantling of every British missile by the dismantling of a Soviet missile.

"It would be foolhardy to take other unilateral actions without first making sure they did not provoke reactions by other members of Nato which made it more difficult to achieve the non-nuclear strategy we want...

"I believe we could strengthen the defensive capability of Nato's existing forces rapidly, and at a small cost, by certain changes in strategy and organisation so as to make a conventional deterrent totally effective."

In his view, however, Britain must work alongside the United States. "To expel American bases from Britain without consultation in the first days of a new Labour government would create a serious danger that America would reduce her conventional contribution to Nato.

"It would be equally dangerous if the American response was to move nuclear bases from Britain to West Germany, where they would appear very much more provocative to the Soviet Union than they are in Britain."

Changing needs

He thought that it would not be difficult to persuade the Americans to remove their nuclear bases from Britain. He doubted, for example, that they would need the submarine base at Holy Loch in Scotland once their Trident submarines were in service, and also predicted that within a few years their F111 bombers would be outdated.

He sums up: "The best answer is to seek common security through multilateral agreements between the superpowers and their allies. This must be the overriding objective of the foreign and defence policies of a Labour Britain.

"We must remain in Nato, and our membership in Nato must be designed and reshaped so that we can support this objective effectively."

PRIEST 'LAUGHED AT LAW'

By ROBIN GEDYE Diplomatic Staff

A POLISH policeman accused of killing a pro-Solidarity priest said yesterday that he acted because the authorities were "indecisive" against anti-Communist opposition within the church.

Capt. Grzegorz Piotrowski, one of four policemen charged concerning the kidnapping and murder last October of Fr Jerzy Popieluszko, said the priest was making "a laughing stock" of the police through his supprot for the banned free trade union.

"He violted the law and it irritated me that his respect for the law was non-existent. I often asked myself what I was doing working for a law that cannot be observed."

The presiding judge read a statement made by Piotrowski during interrogation in which he said that when Fr Popieluszko was detained for 24 hours in December 1985, "many, many men (in the police) wept as if they were children. The leadership attitude "was so indecisive."

The police ould have arrested the priest in May when about a ton of underground literature was found in his home but they were prevented from doing so by the Interior Minister.

"We were convinced of the need to neutralise him in his political activities but the affect of the secret police on him is nil," the statement said.

First remorse

Piotrowski, accused by his co-conspirators of having administered most of the beatings against the priest, showed remorse for his act for the first time.

"I now lack any pretext to live," he told the court. "I have already sentenced myself to a civil death. I died an October 19. A civil death is worse than a natural one."

Piotrowski sought to shift the ultimate blame for the crime onto Col Adam Pietruszka, 47, his immediate superior. Pietruszka had told Piotrowski: "The scoundrel should be crushed into the ground."

"Without Pietruszka I would not have been able to undertake the operation against the priest. I am a normal man and I still react to evil and I am guilty for the death to a certain extent," he said.

The case, being heard in Torun, was adjourned until today.

White House role for Kirkpatrick urged

By FRANK TAYLOR in Washington

PRESIDENT REAGAN was urged by the more conservative members of his Republican party yesterday to take on Mrs Jeane Kirkpatrick as one of his senior White House advisers.

Leading a campaign to place a conservative thinker at Mr Reagan's elbow now that his three closest aides are leaving is Senator Gordon Humphrey.

He declared that Mrs Kirkpatrick, the outgoing Ambassador to the United Nations, had done more for America's standing in the world than anyone except the President himself.

Mrs Kirkpatrick is giving up the U.N. post voluntarily and has said she will return to private life unless Mr Reagan finds her another suitable job. She is due to discuss the prospects with Mr Reagan after the presidential inauguration on Jan. 21.

With the impending departure from the White House of Mr Edwin Meese, the presidential counsellor, Mr James Baker, Chief of Staff and his deputy Mr Michael Deaver, the Right wing of the Republican party believes there is an opportunity to have a conservative ideologue like Mrs Kirkpatrick fill the gap.

The conservatives are concerned that Mr Reagan has not been pressed hard enough on such issues as school prayer, abortion and the continuing need to take a hard line with Moscow.

Senator Humhprey, speaking for the conservatives, said that Mrs Kirkpatrick "should be given a position of authority and influence in the White House." He complained of a "slow abandoning of the ship" by White House conservatives.

SECRETS FOR SHARON CASE JURY

By IAN BALL in New York

INFORMATION from a secret Israeli report which was declassified this week in connection with Gen. Ariel Sharon's $50 million libel suit against TIME magazine, was read to the jury yesterday after the judge ruled it was admissable as evidence.

Gen. Sharon, former Israeli Defence Minister, claimed that the document clinched his case against TIME.

The magazine suggested that Gen Sharon had discussed "revenge" with the Lebanese Phalangists and in effect, had helped instigate the 1982 massacres of hundreds of Palestinians in two Beirut refugee camps.

The TIME report said the secret appendix to the report of the Israeli Commission that investigated the massacres had taken note of Gen. Sharon's "revenge" discussions.

But the declassified material provided this week by Israeli Justice Yitzhak Kahan, who headed the inquiry commission, said that the appendix contained no "evidence or suggestion" that Gen. Sharon discussed revenge or knew in advance that the Lebanese Phalangists would commit a massacre.

DRUG SQUAD'S OVERTIME RULE HANDICAP

By Our Correspondent in The Hague

Amsterdam's drugs squad missed arresting the brain behind a heroin smuggling operation with connections in Britain and West Germany, because of restrictions on police overtime.

The squad seized 25 kilos of Pakistani heroin in a weekend raid and decided to close in on seven Pakistani suspects before the drug was handed to the gang leaders.

A police spokesman said the drugs squad had charted up 1,500 overtime hours on the case since December. A new collective labour agreement which came into force on Jan. 1 stipulates that policemen may work no more than 60 overtime hours per quarter.

DRUG PATROL BOATS

By Our Shipping Correspondent

A £9 million contract for three fast patrol boats fitted with cannon and machine guns has been placed with Fairey Marine, of Cowes, Isle of Wight, by the Bahamas Government as part of the fight against drug smugglers operating between South America, the Caribbean and the East Coast of America.

CUSTOMS POST

Mr David Howard, 43, has been appointed a Commissioner of Customs and Excise, a post approved by the Queen. He is assistant secretary in the finance and manpower division.

CHINA VISIT

Mother Teresa, the Nobel Peace Prize winner, is to visit China next week. She has arrived in Bombay after visiting Ethiopian famine victims. — Reuter.

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Pretoria bans jail visit to Mandela by Kennedy

By CHRISTOPHER MUNNION in Brandfort, Orange Free State

AS Senator Edward Kennedy made a well-orchestrated trek to the Orange Free State to see Mrs Winnie Mandela yesterday, he was told he could not visit her husband in jail.

Nelson Mandela, the African National Council leader, is serving a life sentence in Cape Town for high treason.

The Senator's party had twice asked Pretoria for permission to visit Mr Mandela.

"I think it very sad that the authorities have refused," Mr Kennedy said on board the airliner hired to fly himself, members of his family, aides and Press on his "anti-apartheid crusade."

"Nelson Mandela is a leader of international stature and I was prepared to go into the prison alone to meet him. There is a lot of concern about his well being."

Implication dismissed

Mr Kobie Coetzee, the Justice Minister, said the visit "could prejudice a decision on Mandela's future." But the implication that the government might be considering his release was dismissed by observers as a political palliative.

Mrs Winnie Mandela, who received the party at her home in Brandfort, a farming community in Orange Free State to which she is restricted by government order, said that she did not expect an early release of her husband.

In terms of her "banning" order she is not allowed to speak with more than one visitor at a time but the law was cheerfuly ignored as she chatted with the Americans.

She happily posed for television cameras as she was presented with a bust of the late Senator Robert Kennedy, which she confused with one of the late President John F. Kennedy.

Mingling with reporters were burly gentlemen with cameras, but no Press credentials, who claimed they were "students of photography" at the state university.

Mrs Mandela said later that she did not think the Senator's visit would bring about any meaningful change.

Hollywood style

Mr Kennedy then drove on to Onverwacht, the resettlement area for blacks in South Africa and described by church groups as "the largest rural slum in the country." As always his movements and remarks were well rehearsed and conducted with the skill of a Hollywood producer.

A bonus for the Kennedy team was the appearance of Mr Hennie Kriel, a local government official, who attempted ot explain the situation in the area but who was clearly ill-informed.

The hapless Mr Kriel wilted under the hectoring interrogation of the well-briefed Senator. Kennedy aides called it a "masterpiece of diplomacy" while others spoke of a cynical piece of stage-managed bullying.

Late last night, Mr Kennedy flew to Durban to meet Archbishop Dennis Hurley, the Roman Catholic Archbishop of Natal. At the airport once again a group of black demonstrators chanted "Kennedy go home."

Famine victims at risk in hard-up Zambia

By A. J. McILROY in Lusaka

GOVERNMENT leaders in drought-hit Zambia have told visiting British officials that famine victims in their thousands are at risk because there is no money left to fuel relief operation planes.

Their plight is being used to underline how desperately the near-bankrupt state needs emergency aid.

World Food Programme organisers in Lusaka confirmed yesterday that 15,000 people were suffering severe malnutrition, mainly in the southern region of Gwembe, after crops failed for three consecutive rainless seasons.

Near-impassable roads had taken their toll of badly serviced lorries starved of spare parts, and little if any food and other supplies were getting through.

A Zambia Government spokesman said that more than 20,000 bags of maize were in store but that the planes available to fly them were more than the country could afford "because there is no money."

Friendly talks

The gravity of the situation pinpointed the urgency Zambia's leaders gave to bilateral issues in "wide-ranging and extremely friendly" talks yesterday with Sir Geoffrey Howe, Foreign Secretary.

Sir Geoffrey is in Lusaka with an 11-member delegation during an eight-day African tour.

An additional emergency payment of £15,000,000 from Britain in October nearly doubled annual aid through the Overseas Development Programme, and a further £6,000,000 is pledged to service agricultural machinery.

Between 1980 and 1983 British aid of all kinds was more than £73,000,000, and British-owned companies are making a major contribution. One scheme to export strawberries to Europe is expected to bring in £2,500,000 in foreign earnings over five years.

But amid reports of corruption and inefficiency compounding the ravages of drought, the Zambian government appears to have as little prospect as ever of tackling the country's daunting £3·7 billion foreign debt.

Zambia relies on copper for about 90 per cent. of foreign earnings and has never come to terms with the slump in the world price.

STERLING DELAYS

Howe's view

Representatives of the private sector and some individuals among the 15,000-strong British community in Zambia have raised with Sir Geoffrey concern at delays in agreed remittances in sterling on money earned in Zambia.

In 1984 a total of £600,000 was in the pipeline, the euphemism for delayed payments for individuals, mainly expatriates, who can take a third of their salaries in sterling. But the biggest amounts outstanding involve payments to British companies.

The Foreign Secretary was assured the situation would be reviewed as soon as the economy improved.

Sir Geoffrey described relations with Zambia as extremely important and at their best and said that the Government was impressed with the "realistic" approach Zambia was making towards repairing the economy.

NAMIBIA LINE EXPLAINED BY HOWE

By A. J. McILROY in Lusaka

SIR GEOFFREY HOWE yesterday responded to pressure from black African leaders to justify Britain's support of American-led peace negotiations for the independence of Namibia.

Difficulty has arisen over the Americans taking to Luanda South African proposals making early withdrawal of Cuban troops from Angola a condition of Namibian independence. And the "front line" African states want to know how this reconciles with the Foreign Secretary's position.

Britain supports the United Nations' resolution 435 which is for South Africa to grant independence without linking this to the Cuban presence in Angola.

Mr Robert Mugabe, Zimbabwe's leader, has accused South Africa and the Americans of "acting fraudulently" in taking linkage proposals to Angola while Sir Geoffrey, who is on an eight-day tour of black African countries, has stressed that the American initiative is "genuine."

In Lusaka yesterday Sir Geoffrey appeared also concerned to reassure the Americans that he has no criticism of their action.

'Political reality'

He repeated his assertions made earlier this week in Zimbabwe that it was Britain's view there should be no linkage of the Namibian question to that of the presence of Cuban troops in Angola.

But he added: "We must bear in mind the political reality that the scale and duration of the Cuban presence in Angola is a factor of which it is necessary to take account if we are to achieve what we all want, early implementation of the United Nations' plan.

"The Angolan President has not endorsed linkage in any way but has recently come forward with specific proposals for Cuban withdrawal.

"We welcome this move and very much hope that the current U S-led negotiations between Angola and South Africa will succeed in removing this last obstacle in the path of Namibia's independence."

WILDLIFE FUND HONOURS SCOTT

The World Wildlife Fund has appointed Mr Babar Ali, of Pakistan, as chairman of its International Council, it was announced in Geneva yesterday. Sir Peter Scott, the previous British chairman, was named honorary chairman for Life.

The fund's trustees, chaired by Prince Philip, also appointed four members to serve for three years. They are Mr David Ogilvy of Britain, Mrs Thomas Bata of Canada, Mr Teodosio Brea of Argentina and Mr Mechai Viravaidya, of Thailand.

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WAITE PLEDGES CHURCH HELP FOR LIBYANS

By JAMES ALLAN in Tripoli

THE Church of England's assistance in securing visas for Libyans wanting to visit relatives held in British jails was promised in Tripoli yesterday by Mr Terry Waite, the Archbishop of Canterbury's special envoy.

He pledged that Dr Runcie would raise "at the most senior level in government" any cases of maltreatment of Libyans brought to the Prelate's attention.

Mr Waite was making a determined effort to remove one of the obstacles raised by Libyans since they began their debate on whether or not to free the four Britons detained in Tripoli.

Col Gaddafi, the Libyan leader, who has recommended the country's 2,000 Basic People's Congresses to release the four men, has also complained of harassment and intimidation of Libyans in Britain.

The opportunity for Mr Waite to give assurances about the conditions in which Libyans are held in British prisons came at a meeting with the families of some of the detained men.

There was a catalogue of complaints from men and women that their sons or brothers were being tortured, made to eat like dogs, intimidated, harassed and generally imprisoned for having committed no offence at all.

Mr Waite said: "I don't believe that necessarily everyone is innocent. I haven't said that about the Britons in Libya and I have not said that about the Libyans in Britain."

'Just and fair'

"What I have said is this. What we must guarantee is that the situation we are facing is dealt with in a just and fair way. That is what I want to guarantee and that is what I want to work for."

Mr Waite said he had seen quite a few of the Libyans held in Britain in private without any prison officer present. "Some have told me how they have been caught up in politics but they have spoken to me in confidence and privately.

"But in some cases it is true to say that it is a case of unfortunate involvement in politics. I am concerned about the dignity and proper treatment of people and the Church can and will do something about that."

He then outlined the practical steps the Church of England planned to take.

"If I could have the name and passport number and basic details of the principal member of each family who would like to go to England to see their relatives I will make sure that their visa applications are speedily processed.

"I will make sure that if you give us proper notice and tell us when you are arriving you will be met by someone from the Church at the airport.

"Also we will try to see that while you are in England you are looked after and given proper hospitality by people from the Church in whatever sector you are to go to."

Meanwhile, said Mr Waite, he would try to visit all the Libyans in British jails or get some of his colleagues to see those he could not to ensure they were being properly looked after.

'Authority and power'

"I think it would be helpful if your Islamic leaders here could be in touch with leaders of the Islamic faith in Britain so that they too could help in this particular matter," he said.

"The Church will do everything within its power to make sure your people are treated with the respect, the dignity and the justice to which they are properly entitled."

Mr Waite said he would discuss the points raised by the families with the Archbishop of Canterbury, pointing out that he "is the senior religious leader in England and he has the authority and the power to take these matters up at the most senior level in government.

"I can assure you if there have been or are going to be in the future any abuses of power it will be thoroughly and properly looked into."

Confident of release

Mr Waite remains reasonably confident that the four Britons will eventually be released.

His visit, appearances on Libyan television and meeting with the families yesterday all appeared to be part of a conditioning of the Libyan people for the ultimate freedom of the Britons without a specific condition that Libyans held in Britain be released in exchange.

The role of the Church in ensuring the welfare and safety of Libyans in Britain along with the government's indication of making visas available for Libyans seeking medical treatment in Britain are what are being offered in exchange for the freedom of the four men.

They are Mr Malcolm Anderson, an oil engineer, Mr Michael Berdinner, an English lecturer at Tripoli University, Mr Robin Plummer, a telephone engineer, and Mr Alan Russell, an English teacher who was jailed for 39 months on Sunday.

Drug charge Briton jailed for 5 years

By JAMES ALLAN in Tripoli

ONE Briton unlikely to benefit from the mission of Mr Terry Waite, the Archbishop of Canterbury's special envoy, currently in Tripoli, is Mr Michael King, a Scotsman in his late twenties.

He was jailed for five years yesterday by a court in the Libyan capital for possessing two grams of hashish which he said he had been given for a bad back.

He was also fined the equivalent of £8,000 or an additional three months imprisoument in default.

Mr King, an oil company worker from Fife where he has a wife and two young children, intends to appeal against the sentence which appears severe, even by Libyan standards.

He told the court yesterday that he had a recurring back problem and while in Rome someone suggested he took some of the substance to relieve the pain.

He thought it to be a kind of medicine and it was not until after he was detained in Tripoli airport and the substance was analysed that he knew what it was.

Shattered look

When the sentence was announced Mr King looked shattered, staring unbelieving and speechless at the judge before he was led away in handcuffs.

In court was the British Consul, Mr Hugh Dunnachie. He said later: "The prisons here are humane and based on the principle of rehabilitation rather than punishment.

"They have workshops where they carry out car maintenance, carpentry and so on.

"You generally don't have the cell system in the same way as we do. Many prisoners are housed in dormitories.

"The food is good though rather boring but there is plenty of it."

FALKLANDS NAVY ROLE REDUCED

By DESMOND WETTERN
Naval Correspondent

THE Navy's forces in the Falklands are being reduced with only two frigates, one of them with Prince Andrew on board, departing from Portland this week to replace three currently in the South Atlantic.

The two frigates, the Brazen, 3,5000 tons, in which Prince Andrew is the Lynx anti-submarine helicopter pilot, and the Diomede, 2,500 tons, were to have been joined by a third, the Danae, 2,450 tons, but the Ministry of Defence has admitted her departure has been cancelled.

The two ships will replace the missile destroyer Southampton, 3,500 tons, and the frigates Minerva, 2,450 tons, and Berwick, 2,380 tons.

The reduction in the number of frigates is part of the £132 million the Prime Minister told Parliament in October would be cut from the Falklands' garrison cost of £684 million this year.

Home waters

By reducing the number of ships in the South Atlantic some of the present overstretch in the Fleet will be eased a little as at present many ships are spending more time at sea and away from home ports than did many in the war years.

So high is the level of sea time that even ships nominally in home waters are spending as much as nine or 10 months away from their bases and the consequent separation from wives and families is effecting the numbers of men seeking to quit the Service.

In addition, the Navy faces a reduction in its manpower of some 10,000, almost a fifth of the total of trained men, by 1991 as part of the cuts ordered under the 1981 defence review.

FARMERS KILLED

By Our New Delhi Correspondent

Six Bengali farmers were hacked to death yesterday by tribesmen in Munacherra village in Tripura in a fresh outbreak of ethnic violence. The attack followed an amnesty announcement by the Marxist-dominated state government for anti-government guerrillas.

Mr Kinnock being welcomed yesterday by Mr Peter Summerscale, British Ambassador to Nicaragua, when the Labour leader arrived in the capital Managua to attend today's inauguration of President Daniel Ortega.

Kinnock praises Nicaragua system

By IAN BRODIE in Managua

MR KINNOCK praised Nicaragua for its "celebration of democracy" when he landed in Managua in hot sunshine yesterday for the opening of the National Assembly and the inauguration of Commandante Daniel Ortega, the Sandinista leader, as President.

At the same time, however, the occasion was being marred by a government decision to censor the leading opposition newspaper, LA PRENSA, which failed to appear.

And then the Labour leader was introduced to the inevitable uncertainties of life in Central America. He was told on his arrival that Commandante Ortega would welcome him privately within 90 minutes.

But by the time he had driven to his hotel the meeting had been mysteriously cancelled and no new date arranged. Mr Kinnock went instead to a reception in his honour at the British Mission.

At the airport he said last November's election demonstrated the Nicaraguans' confidence in democarcy which was the "original undertaking of the Sandinistas and is being fulfilled."

He also commented: "The progress for democracy makes our job as stating the case of Nicaragua easier." In short, Mr Kinnock is aligned with those who believe the controversial election was better than no election at all.

Although he supports the Sandinistas, who overthrew the Romoza dictatorship in 1979, his aides say he is not totally uncritical. During his four-day visit he hopes to see opposition politicians and maybe the Roman Catholic hierarchy which has clashed repeatedly with the Sandinistas.

The problems at LA PRENSA began when a young woman lieutenant from the media department of the Ministry of the Interior took exception to a number of articles intended for publication yesterday.

Court appeal

One was about the newspaper's appeal to the Nicaragua Supreme Court against censorship. In all she objected to 80 per cent. of the six-page paper's Editorial content, said Senor Jaime Chamorro, an official of LA PRENSA which has a healthy circulation of 70,000.

"The law states that only military operations can be censored. We don't object to that but none of these articles was about the military. We are not allowed to print blank spaces and it became impossible to produce the paper at all," he said.

President-elect Ortega will be sworn in today in the huge new "Plaza of the Heroes and Martyrs" on the shores of Lake Managua.

The Sandinistas are capitalising on world-wide interest in the event. They are charging foreign television networks £1,200 for a satellite feed, nearly twice the customary rate and the money has to be paid cash.

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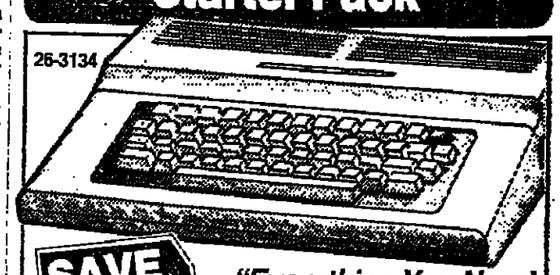

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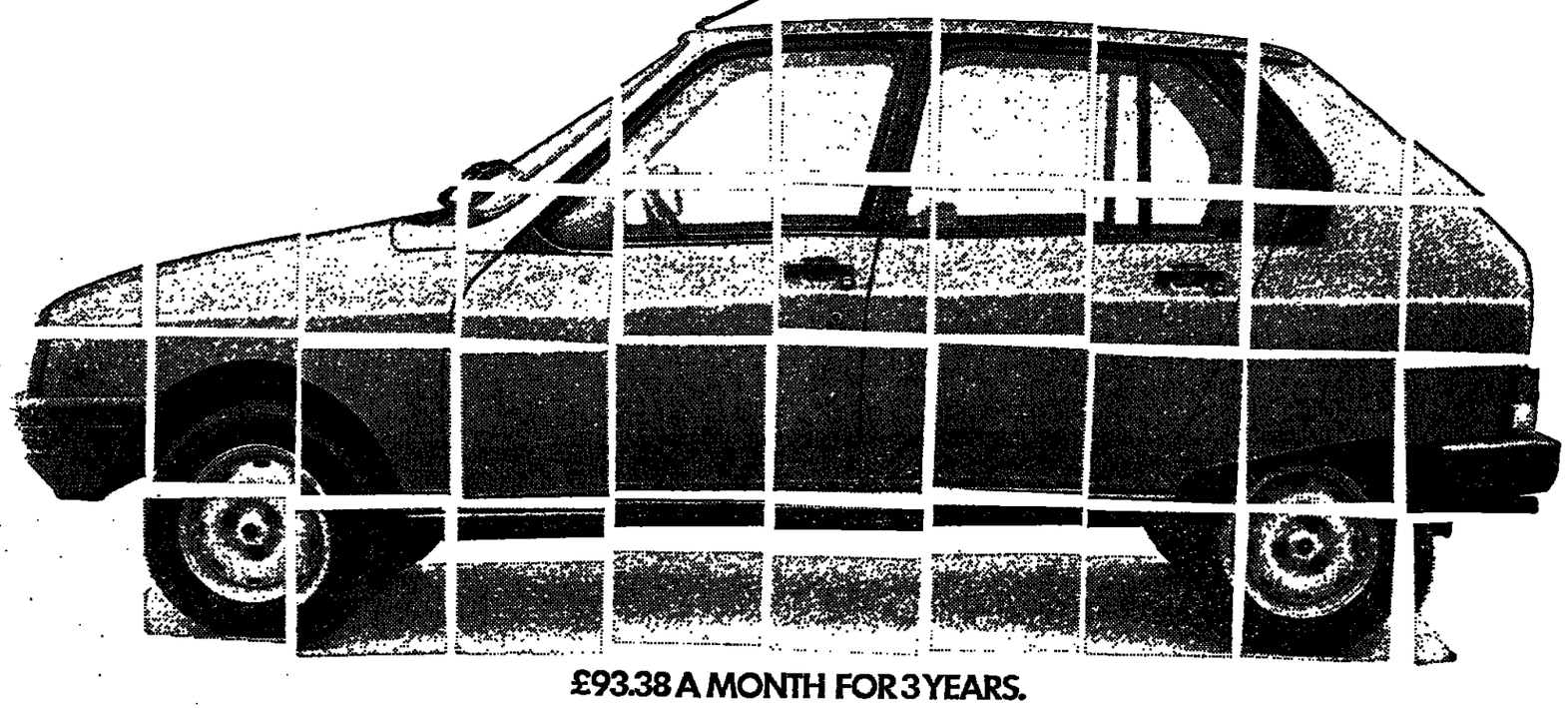

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GAS FLOWS IN FROM MAMMOTH OFFSHORE FIELD

By GEORGE TURNBULL

THE FIRST supplies of natural gas from the Morecambe Bay field, one of the richest in British waters, are now flowing ashore at the rate of 120 million cubic feet a day, it was disclosed yesterday.

The new and largest "gas tap" in the country was turned on just before midday on Tuesday, 25 miles off the Lancashire coast, without publicity or ceremony.

Eight hours later as pressure built up the first supplies from the £1·3 billion field were arriving at the Westpoint Field coastal reception terminal near Barrow-in-Furness.

At a Press conference in Manchester yesterday, senior British Gas executives reported that the project, the largest ever undertaken by the corporation, was on-line and on time.

The field, which has recoverable reserves of five million million cubic feet of gas was discovered in 1974, but it was four years before the corporation decided to develop it to help meet peak demand in winter.

When fully developed it will be able to meet between 12 and 15 per cent. of the corporation's national peak day demand.

Mr Robert Evans, the chief executive said: "This was a mammoth project by any standards and the largest we have undertaken. It has been carried out with great commitment both inside and outside British Gas and will benefit not only the North West but the nation as a whole for a long time to come."

The only black spot in the operation has been the 12-month delay in the delivery of an accommodation vessel from Cammell Laird at Birkenhead which has cost the corporation £15 million in hire charges for another vessel.

Gas is now coming from two wells but by the end of this year more than half of the 19 wells will have been drilled bringing production up to 450 million cubic feet a day.

Another phase of the Morecambe Field is also to be developed at a cost of 500 million involving three more remote drilling platforms to drill a further 21 wells.

This means that by the end of the decade the field, which has an expected life of 40 years and will cost £1 billion to operate will have a production capacity of 1,200 million cubic feet a day.

PICTURE: SRDJA DJUKANOVIC

Cigars for the British Rail staff who replace Jimmy Savile in a new television advertising campaign who make their first appearance tonight. They are Mr Sean Seaman (bottom), apprentice, Mr George Howe, assistant traffic manager, Mr Alf Branson, guard, Mr John Deacon (top left) and Mr Prem Vohra, both supervisors.

End of line for second class

By JOHN PETTY
Transport Correspondent

BRITISH RAIL, which today unveils a £9 million advertising campaign to change its image, aims to "abolish" second class on its Intercity expresses later this year.

It is spending millions of pounds on upgrading services and feels the term "second class" gives the wrong impression of its trains.

While "first class" will be retained, it wants a new name to suggest quality travel at bargain prices for what is now named "second class."

New names are being sought and though it wants to avoid comparisons with airlines, the most likely name is "economy class."

Inter City will spend £2 million in the next 18 months improving 400 coaches, with the first complete new look train going onto the Euston-Preston-Glasgow route next week. Over the following four years another £14 million will be spent to upgrade a further 900 coaches and 120 locomotives.

Pink decor

All refurbished coaches will be air conditioned and get new subdued pink decor in first class and red seats and carpets in second class. They will get new exterior livery of light and dark grey and red, with white waistline stripes.

The new advertising campaign, replacing the long running "This is the age of the train" which featured Jimmy Saville, puts the accent on BR "trying harder" to please the customer and is aimed at staff as much as at passengers.

It will draw on a range of popular singers in a tongue-in-cheek approach. The background to one advertisement will be Dusty Springfield singing: "You don't have to say you love me," and another will have Elton John with "Sorry seems to be the hardest word."

Sound tracks by Cilla Black, the Police, Diana Ross and Billy Swan will also be used.

'We're getting there'

The new slogan will be "We're getting there," which is intended to indicate that BR is making progress and improving services — something which many Southern Region and Eastern Region commuters will hotly dispute.

Mr Jim O'Brien, joint managing director of railways, said many people thought BR was in a state of decline. Nothing was further from the truth. Its trains ran the equivalent of 22 times the distance round the world every day. More stations were being opened than closed.

The theme within BR is to be "the customer come first."

"Our aim is to build customer confidence," Mr O'Brien said as unions were meeting to consider ways to disrupt the railway network in support of striking miners.

AIRLINER FIRE RISKS CAMPAIGN

By Air Cdre G. S. COOPER
Air Correspondent

A PASSENGER who smuggled a stolen paraffin lamp on to an airliner is cited by the Civil Aviation Authority as one of many who flaunt the rules by packing dangerous goods in their luggage.

In a drive to improve safety, the authority is appealing to air travellers to show greater awareness of the dangers.

The authority is becoming increasingly concerned at the number of incidents in which passengers have packed matches and other dangerous items.

British airlines have reported 26 offences in the past two years, including three in which packed matches have caught fire.

Packing matches in checked luggage is illegal, as is carrying other dangerous goods, such as fireworks, lighter fuel, corrosive acids, gas cylinders and mercury thermometers.

Case exploded

Last April a passenger's baggage in a DC-10 airliner was found emitting smoke. Five books of matches were found, of which two had ignited. A month later a box of matches ignited in baggage in the loading bay at a British airport.

One suitcase was found to contain three bottles of nitric acid and one of hydrochloric acid.

One passenger's case blew up as he approached the final gate at Heathrow's Terminal 3. He was carrying a box of toy pistol caps which ignited. Two airline staff received minor injuries.

Twelve large fireworks and 2,500 firecrackers were removed from various passengers' baggage in the hold of a Boeing 737.

Although there have so far been no serious accidents, a CAA spokesman said: "The potential danger is obvious to anyone who thinks about it."

10 pc RISE IN HOUSE PRICES FORECAST

House prices rose by 9·1 per cent. in 1984 and should climb by about 10 per cent. this year, Britain's biggest building society, the Halifax, said yesterday. Average prices at the year's end were £52,211 throughout the country but £53,182 in London.

Price rises on private houses varied regionally with a figure of 14·1 per cent. in London, 5·1 per cent. in the North West and 5·3 per cent. in Wales.

Society figures also showed that council tenants buying their homes paid on average a third of the price of private purchases. Tenants paid on average £11,800 but in London the figure was £18,750 and in Ulster £7,750.

£21·50 OFFERED FOR HERMES

Eight-year-old Aidan Platten has offered the Navy £21·50 for the 27,800 ton aircraft carrier Hermes—£14 in cash and £7·50 worth of W. H. Smith gift vouchers. "I had heard it was going to be scrapped," said Aidan of Penny Street, Portsmouth.

Rear Admiral John Warsop, Flag Officer Portsmouth, told the boy: "Hermes is a lovely ship but I'm afraid she is not mine to sell." He has offered Aidan a guided tour of the 630ft Falklands flagship, which was launched 32 years ago, and is now held in reserve. It could be ready for action in 30 days.

Bailey bridge for Burnham

Daily Telegraph Reporter

BRITISH RAIL said yesterday it was now prepared to provide a Bailey bridge to keep road traffic flowing into Burnham-on-Crouch, Essex, during this summer's tourist season.

Residents had feared that a reduction to single-lane traffic during electrification work on the rail line would strangle trade attracted by the town's sailing events. More than 2,600 people, over half the voting-age population, signed a protest petition.

The road bridge over the railway is the only traffic route into the town. Its level has to be raised to allow electrification of the line.

At first British Rail thought the bridge could simply be jacked-up, but then a survey revealed structural defects and in co-operation with Essex county council it was decided to modernise the bridge and widen carriageways and footpaths.

Work is due to begin in March and be completed by September. Under original plans the bridge would have been partially closed throughout that period, when the traders say they do 80 per cent. of their business.

MOVE TO CLEAN GANNET SITE

A 300ft high cliff which is the world stronghold for gannets and England's only nesting site for the breed is to be cleared of plastic fish netting which is killing many birds.

The Royal Society for the Protection of Birds which operates the site at Bempton, near Bridlington has arranged for the clean-up. The netting which does not rot is picked up by gannets for nesting material but traps them by becoming entangled around their legs.

FIRE KILLS WOMAN

Mrs Maude Rhodes, 78, died in a fire at her home in Lightwoods Road, Bearwood, West Midlands, yesterday. Her husband Wilfred, 83, was "comfortable" in hospital.

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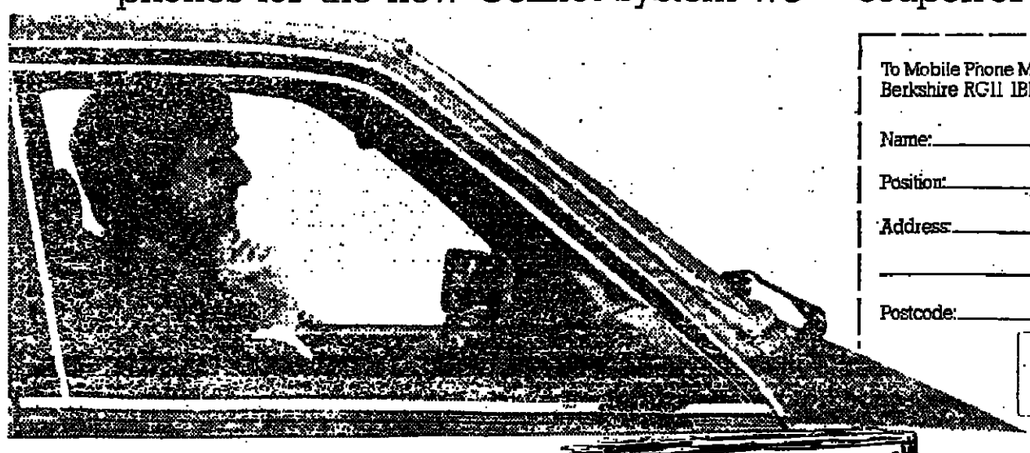

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Yesterday in Parliament

SHIPYARDS REDUNDANCY MOVE ATTACKED

By PETER PRYKE Parliamentary Correspondent

A GOVERNMENT announcement that it is to drop its redundancy payments scheme for shipbuilding workers at the end of next year was denounced in the Commons last night as a "devious" means of furthering its privatisation plans.

It is proposed to sell off the warship yards by March, 1986, and Mr NORMAN LAMONT, Industry Minister of State, told MPs that the existing scheme will not be extended to workers in privatised yards.

In addition, the existing scheme for British Shipbuilders' employees would finish at the end of 1986, and it would then be up to management and trade unions to negotiate a successor scheme.

Mr JOHN SMITH, Shadow Trade and Industry Secretary, said that workers in the yards to be privatised, knowing that they were about to lose the redundancy scheme, would be encouraged to apply for redundancy before privatisation.

"Is this not a way in which the workforce is going to be reduced immediately prior to privatisation, the bill for redundancy being paid by the taxpayer, so the new private owner has a much slimmer workforce without any obligation to pay the social costs?" he said.

'Knockdown prices'

"Once again the taxpayer will have to pay the bill for social change, and the benefits will go to the new owners, probably taking over the yards at knockdown prices."

Mr Lamont's announcement was made during the second reading debate on the Shipbuilding Bill, which extends the life of the redundancy scheme for another 18 months.

Revealing that the Government had decided to abandon it after that, he pointed out that with the privatisation of the ship repair yards, the disposal of Scott Lithgow, and the coming sale of the warship yards, the public sector of shipbuilding would account for less than one-third of the industry by the end of next year.

It would have no more than about 18,000 employees.

"The Government is saying it would be inappropriate for such a small state sector to have the full panoply of a statutory scheme."

Extending the scheme to the private sector would be "expensive, bureaucratic, and wrong in principle."

The workers involved could be assimilated into an existing scheme or a new one established through negotiations between the new owners and the work-force.

Denying Mr Smith's charge that he had announced "a new twist in the privatisation saga," he said that when parts of British Shipbuilders had been privatised in the past, those affected had lost entitlement to the scheme.

What followed the ending of the statutory British Shipbuilders scheme would be a matter for management.

Ministers proposed to ask them, and that of Harland and Wolff, in consultation with their unions, to establish an appropriate successor scheme by the early autumn of 1986.

"I see no reason for concern that the work-force will end up worse off."

'Jewel in the crown'

Mr SMITH retorted that the Minister could not know that the new scheme would not be worse than the existing one.

"This seems an extremely devious proposal put forward by the Government under the apparently innocent and generous terms of this Bill."

Attacking the proposal to sell off the warship yards — "the jewel in the crown profit-wise" — he raised the prospect of the remaining merchant yards, denied cross subsidy, being closed down one after the other.

He emphasised the importance of domestic shipbuilding to service Britain's crucial shipping industry, and urged the acceptance of a national maritime strategy.

The would have to provide real incentives for the British shipping industry, and for ships to be built in British shipyards.

With the prospect of the merchant shipyards closing one after the other, it was "ludicrous folly" to hand over the warship yards and allow the others to wither.

'Encouraging signs'

Mr LAMONT said that the scheme, introduced by a Labour Government in 1978, had been a valuable tool helping change in shipbuilding in a very difficult period. Some 35,000 workers had benefited at a total cost of £150 million.

Some 7,000 people were in receipt of weekly payments. The inevitable contraction in the industry had occurred. But some "encouraging signs" had emerged within British Shipbuilders last year.

The Bill also writes off liabilities of £2,300,000 arising from a loan to Upper Clyde Shipbuilders, now liquidated.

More control for toxic materials

By WILLIAM WEEKES Parliamentary Staff

THE Government was planning to introduce stricter controls on the use and storage of toxic materials, Mr GOW, Environment Minister, indicated in the Commons yesterday.

Legislation would be introduced as soon as possible, he said, replying to questions on the use in Britain of methyl isocyanate — the chemical responsible for the deaths of at least 2,000 people in Bhopal.

Mr Gow said the chemical, which was not made in this country, was used and stored by Ciba-Geigy at its factory near Grimsby, and small quantities were stored for research purposes at four other places within the United Kingdom.

In all cases storage was subject to stringent control by the Health and Safety Executive, and before and after the Bhopal disaster officers inspected the Ciba-Geigy factory and were satisfied about the safety of the operation.

"I am advised that the disposal of this chemical is not considered to be a significant problem," added Mr Gow.

Lorry routes

He pointed out that whereas Ciba-Geigy stored a maximum of eight tons of the chemical in 40 drums, each containing 45 gallons, in Bhopal 45 tons were stored in a single container.

Mr KEN EASTHAM (Lab., Blackley) said environmental health officials hould have control over the routes taken by lorries carrying toxic materials as well as the siting of premises where such materials were stored and used.

Mr DOUGLAS HOGG (C., Grantham) called for a review of the planning laws to ensure the safety of local people when applications for the manufacture and storage of toxic materials were being considered.

Mr GOW said he could give that undertaking.

The Government had held consultations on proposals for strengthening regulations and controls, and legislation would be introduced as soon as possible.

Officers 'satisfied'

Dr JOHN CUNNINGHAM, Shadow Environment Secretary, criticised the Government for presiding over a rundown in the factories inspectorate—"the very people responsible for monitoring, checking and supervising these very important matters."

But Mr GOW told him there was no cause for public disquiet. Health and Safety Executive officers were satisfied that the Grimsby operation was being carried out with full and proper regard to safety and in strict accordance with prescribed standards.

'A SIGN OF DESPERATION' SAYS BENN

By WALTER ABURN Parliamentary Staff

MR ANTHONY WEDGWOOD BENN (Lab. Chesterfield) was yesterday refused a Commons debate on the implications of an inquqiry by the British embassy in Oslo which he said was seeking details of a Norwegian trade union's support for the NUM.

He queried what effect it would have on international relations if foreign embassies in London made similar demands on British unions.

The inquiry relating to the Norwegian National Union of General Workers made the Government a party to the dispute if the Foreign Secretary had authorised it, he said.

It was a "sign of desperation by the Government, coming on top of failure a secure a return to work, the possibility of a rail strike and the possibility of the interruption of fuel supplies."

Michelin redundancies

Mr JACK ASHLEY (Lab., Stoke on Trent S) also failed to get a debate on the redundancies at the Michelin tyre factory in his constituency which he said would raise local unemployment to more than 40 per cent.

Without urgent Government action against aggressive foreign competition our whole national manufacturing capacity would suffer and we would become a national derelict area, he said.

Mr WEATHERILL, the Speaker, ruled that neither issue warranted precedence over other business.

Calls for more work on infrastructure

By OUR PARLIAMENTARY STAFF

PRESSURE on the Government to do more to improve Britain's infrastructure of roads, housing, water and sewerage services came from both sides of the Commons yesterday.

Mr WILLIAM HAMILTON (Lab., Fife C.) said the recent report by the National Economic Development Office on the state of the national infrastructure was a "devastating" criticism of Government policies.

Almost every independent review institution was now saying that public investment was the best way of cutting unemployment, he added.

'Strong case'

Dr KEITH HAMPSON (C., Leeds, N.W.) said if oil revenues were going to be £1,000 million more than expected because of the strength of the dollar, the Government should take a more relaxed view of the way local authorities used their accumulated surpluses from the sale of council houses and other assets.

Another Conservative, Mr ROBERT McCRINDLE (Brentwood and Ongar), said that having aside arguments about unemployment, there was a strong case for additional investment in the infrastructure in the near future.

Mr GOW, Environment Minister, said the best way of reducing unemployment was by pursuing policies that would result in honest money and sound finance, and by creating an economy in which there was low inflation and high investment.

"It is just that which is occurring," he added.

Drawing attention to higher spending on roads and the water industry, Mr Gow told Mr McCrindle: "There is a programme of increasing investment in exactly the areas you describe."

Today in Parliament

HOUSE OF COMMONS

2.30: Milk (Cessation of Production) Bill, 2nd rdg: Debate on EEC documents on fisheries, total allowable catches and quotas.

Liberal MP wants vote for 16-year-olds

By VALERIE ELLIOTT Political Staff

A BILL to lower the voting age to 16 and to allow 18-year-olds to stand for Parliament was introduced in the Commons yesterday by Mr Jim Wallace (Lib., Orkney & Shetland).

Introduced under the 10-minute rule, it is the first of a series of Bills from Liberal MPs aimed at encouraging more rights and opportunities for young people.

The initiative coincides with a Liberal party campaign to attract more young people into the party.

Mr Wallace, 30, the youngest Liberal in Parliament, said last night that he did not want to force young people to make a greater contribution in the community, "but if they want to do so they should be able to do so."

He suggests that representatives of the under-16s should be allowed to sit in school governing bodies, police committees and other public authorities. He also believes that there should be an elected youth council — a forum for young people to express their views and needs.

Mr Wallace said he was particularly anxious for the voting age to be lowered to 16. He said: "Those 16-year-olds fortunate to have jobs pay tax and I firmly believe that taxation gives the right to representation."

His Bill has little chance of making progress because of lack of Parliamentary time.

RATE-CAPPING OBJECTORS 'MUST HURRY'

Rate-capped councils will have to act swiftly if they want to object to the Government's limits, Mr PATRICK JENKIN, Environment Secretary, told the Commons yesterday during Question Time.

He rejected Labour criticism of next Tuesday's deadline for objections and said that once orders setting out the limits had been laid before Parliament it would be much more difficult to secure any change.

He told Mr Chris Smith (Lab., Islington and Finsbury) that he would be "very happy" to meet representatives of the 18 rate-capped authorities. But he gave no indication that the deadline would be relaxed.

Julie Donnelly (left), who has been blind since the age of eight, and Elaine Brooks, 32, an experienced climber, pausing on Mount Everest during a four-week fund raising expedition for guide dogs.

Jail pay dispute ends

By T. A. SANDROCK Crime Correspondent

A FOUR-year industrial dispute between the Government and the Prison Officers Association over meal break allowances has ended with the acceptance of an offer which is to cost the Government an estimated £17 million in back pay.

The dispute, which started in November 1980 and was suspended after three months, though still unsettled caused the Government to seek emergency powers in Parliament to hold remand and convicted prisoners.

Prisoners had to be kept in inadequate and unsuitable police cells which led to severe criticism and was mainly responsible for the use of an Army camp and partly finished prison, guarded by the Army, to ease the situation.

The payment sought was for time spent on meal breaks during a prison officer's tour of duty.

This allowance, known as the continuous duty credit, was paid in about half Britain's 120 prisons.

Payment depended on the duty scheme worked at prisons which varied according to the role of the prison, the type of prisoners, agreed overtime hours and weekend working.

The amounts of retrospective payments to prison officers, backdated to 1981, will vary from a few hundred pounds up to £5,000.

DEATHS, IN MEMORIAM

Continued from Back Page

PLEYDELL-BOUVERIE. — On Jan. 9, 1985, peacefully at her home, Kilmington Manor, Kilmington, Wiltshire, NATHERAL HARRIET DESMONT. Funeral service private.

POOLE.—On Jan. 4, at his home, JAMES, aged 97, beloved husband of the late FLORENCE POOLE. Cortège will leave home 11 a.m. Gleadhow Park Crescent, Leeds, on Wednesday, Jan. 16, at 12.45 p.m. for service and cremation at Lawnswood at 1 p.m. Flowers may be sent to the private Chapels of William Dodgson & son, Lupton Avenue, Leeds 9, before 11 a.m.

PRESCOTT.—On Jan. 9, Nora FRANCES (nee Simmons), of Weston-super-Mare, formerly of Stratford, beloved wife of John and dearest mother of Tom, Alba and Robert. Funeral service Worle Crematorium, Weston-super-Mare, on Tuesday, Jan. 15, at 2.30 p.m. Family flowers only please. Donations if wished may be sent to St Peter House, Weston-super-Mare Support Group, c/o Arthur Davey & Sons, Funeral Directors, 27, Clevedon Road, Nailsea, Bristol.

PROCTOR.—On Jan. 6, 1985, at R.A.F. Hospital, Ely, STUART RUSSELL PROCTOR, of 1, Batson Cottages, Horsheath, Cambridge, beloved husband of Georgina. Funeral service at Cambridge City Crematorium on Wednesday, Jan. 16, at 10.30 a.m. Sprays of flowers may be sent to H. J. Painter Ltd., 45, High Street, Linton, Cambridge, by 9.15 a.m.

REDPATH.—On Jan. 8, peacefully in a Wexcliff hospice, Doncaster, late of the "Old London Stone," City of London, dearly loved wife of George, mother of Linda and Stephen, nanny to Daniel and Andrew. Cremation on Monday, Jan. 21, at 2 p.m., from 109, Chalkwell Esplanade, Westcliff-on-Sea.

RELFE. — On Jan. 5, T. W. W. (Bill), aged 70 years, dear husband of Peggy, very dear dad of "Di", Bill and Charlie, grandad of Lee, Sean and Jill. St Mary's Church, Caterham, on Wednesday, Jan. 16, at 2 p.m. Interment at Caterham Cemetery.

RICHARDS.—On Jan. 8, peacefully at home on his birthday, after a long illness borne courageously, THOMAS ALFRED, dear husband of Joanna and much loved father of Paul, Marcus, Timothy and Matthew. Funeral details from Chitty & Gow, Westcliff 42220.

ROWLAND.—On Jan. 9, 1985, in hospital, BERNARD LEWIS ROWLAND, beloved husband of Ethel. Service at St Andrew's (Holy Old) Church, Hove, on Tuesday, Jan. 15, at 10.30 a.m., followed by cremation. Flowers may be sent to Hannington's, 4-6, Montefiore Road, Hove.

RUNACRES.—On Tuesday, Jan. 8, 1985, with great dignity, at the Cliffdale Hospice, Home, Mindell House, Northampton, TERRY (nee Swann), aged 53 years, formerly of Cosgrove, Northamptonshire, devoted wife of Gerry and darling mother of Rebecca and Robert. Service and cremation at the Counties Crematorium, Milton Malsor, Northampton, on Tuesday, Jan. 15, at 11.50 a.m. Cut flowers or donations please for Cancer Research. Donations and inquiries to J. S. Cowlet & Son Ltd., High Street, Stony Stratford (0908) 565555.

SALES.—On Jan. 7, 1985, peacefully in Poole Hospital, Henry, aged 77, of Studland, late Secretary of the Isle of Purbeck Golf Club. Funeral service at Studland Methodist Church on Monday, Jan. 14, 2.30 p.m., followed by interment Studland Churchyard. Family flowers only, but donations if desired for the Methodist Church, c/o Mr E. A. Giles, Studland. Further enquiries to Jones Sons Ltd., 60a, Kinn's Road, Swanage, tel. 422445.

SEYMOUR-LOOK.—On Jan. 9, 1985, peacefully at the home of her daughter, following long illness, DOREEN EVELYN (nee Sunderland), aged 84, of Cambridge Road, Hamslow. Cremation Monday, Jan. 14, 12.15 p.m., at South West Middlesex Crematorium, Hounslow. Flowers to Southall Funeral Service, 70, Western Road, Southall. The family wish to thank the family, doctor and Sister West for their loving care during her long illness.

SHAW.—On Jan. 8, 1985, at Exmouth GERTRUDE FLORENCE MARINA SHAW, M.B.E., aged 85 years. Funeral service Exeter and Devon Crematorium, Tuesday, Jan. 15, at 2.30 p.m. Flowers to Messrs Cross & Son, Tower Street, Exmouth 264751.

SMITH.—On Jan. 9, 1985, peacefully at Barton-on-Sea, in her 90th year, ALICE LINDSAY, loved by all her family and friends. Interment by service at Barton Methodist Church, Barton-on-Sea, Hants, on Tuesday, Jan. 15, at 2 p.m. No flowers at her special request, but donations, if desired, to National Children's Home, c/o Monday's Funeral Directors Ltd., 29, Old Milton Road, New Milton, Hants.

SMITH.—On Jan. 5, 1985, peacefully in Dulwich Hospital after a short illness, DORIS G. SMITH, of Virginia Water. Funeral private at West Norwood Crematorium on Tuesday, Jan. 15, at 2 p.m. Family flowers only please, but donations if desired to the National Children's Home, Highgate, London N.

SOUTHEY. — On Tuesday, Jan. 8, suddenly, Ruth to sadness of Isabel, Nicholas and Caroline. Treasured memories. Funeral arrangements Gayers, Godstone (0342) 842313. Family flowers only. Donations to Friends of The Royal Earlswood Hospital.

SPILLARD.—On Jan. 8, peacefully at Moorview Hospital, Ivybridge, PAMELA VICTOR. Cremation Weston Mill, Plymouth, Fri. a.m., Jan. 14. Much loved by Elie, Peter, Tom, Marion and Anne. Family flowers only. Donations to Cancer Research please.

SPINK.—On Jan. 8, peacefully at home, after a long illness bravely borne, B. M. (Bill) (ex-Lt. Dixie Fusiliers), beloved husband of Jean and dearly loved father of Peter, Sheila (Grandma), Julian and John and dear father-in-law of Jonathan, Michael, Bramwell, Joanna, Joanna and Ivan. We know he is now with Christ, "which is far better." Funeral at St Peter's Church, Peterborough, at 3.15 p.m., Monday, Jan. 14. Memorial service later in London. Only family flowers, please. Any donations to The Addison International, Universities, Leicester, please.

STOTT.—On Jan. 5, 1985, peacefully at home, Gressenhall, Dereham, Norfolk, in her 81st year, PERSIS E. Stott, formerly of Acton Reynald School, Salop. Service at Gressenhall Church on Friday, Jan. 11, at 12 noon, followed by cremation at Widnes Cemetery at 3 p.m. Family flowers only, please. Donations may be given to the Church.

TUCK.—On Jan. 9, 1985, Dorothy HELEN, aged 82 years, beloved mother of Pat and Mary and a dearest grandmother. Funeral service on Wednesday, Jan. 16, at West Herts Crematorium, Garston, at 11.30 a.m. Flowers to James Peake Ltd., 65, High Street, Rickmansworth. Tel Rickmansworth 77.0613.

TUGWELL.—On Jan. 7, 1985, at home in Maidenhead, Berks, HUBERT, loved husband of Eve, father of Peter and grandfather of Joanna, Sarah and Elizabeth, late of Imperial Airways and B.O.A.C. Service at St Dunstan's, Mortlake, on Wednesday, Jan. 16, at 11.50 a.m., thereafter to Tunbridge Wells Crematorium at 12.30 p.m. Flowers to Paul Bassett, funeral director, tel. Cookham 5006.

WAGHORN.—On Jan. 6, peacefully, at home in York, KATHLEEN MARY, aged 60 years, formerly of Brompton Road, St Albans, widow of Gilbert, dearly loved mother of Julian, Clive, Adrian and Judith. Funeral at Ribbleton Crematorium, Friday, Jan. 11, at 2.30 p.m. (York 791853.)

WATT.—On Sunday, Jan. 6, 1985, suddenly in Perth, Australia, ROBERT-DON BLYTH (late Herdsman of Gorbank House, Gorbank Road, Perth), beloved wife of Linda, mother of Alastair, Fraser and Gregor and daughter of the late Mr and Mrs George Archbold Herd.

WEST.—On Jan. 9, 1985, peacefully in hospital, ELSIE ROSCOE, of Berkenhaun, Kent, beloved wife of Bill and mother of Renee, Jennifer and Fenny. Funeral service at Berkenhaun Crematorium, Berkenhaun, Kent, on Wednesday, Jan. 16, at 1.20 p.m. Family flowers only, please.

WESTWOOD.—On Tuesday, Jan. 8, 1985, at Princess Margaret Hospital, London, MARGARETTA M. (Gretta) (nee Evans), of 17, Mallows Court, Cirencester, late of "Nettlefield." Funeral service Cirencester Parish Church, Friday, Jan. 18, at 1.45 p.m. Family flowers only. Donations if desired for the Arthritis and Rheumatism Council for Research may be left at the church or sent to Cowley & Son, 12, Black Jack Street, Cirencester, Glos.

WHITBORNE.—On Jan. 8, suddenly, John Fennis, of East Worldham, Hants, beloved husband of Marjorie and much loved father and grandfather. Funeral St Mary's, East Worldham, on Monday, Jan. 14, at 11 a.m., followed by private cremation. Family flowers only.

WILKINSON. — On Jan. 7, 1985, suddenly, LESLIE JOHN WILKINSON, D.F.C., Royal Navy, aged 59 years, husband of Ida and father and father-in-law of Jeremy and Mirabel Gandolfi. Funeral service H.M.S. Sultan, Gosport, on Thursday, Jan. 17, at 14 a.m., followed by cremation.

WILLIAMS.—On Jan. 3, 1985, Frances Anne, aged 89 years, late of Llangattock, Monmouthshire, beloved mother of Geraldine and Hugh. Public funeral service at St Peter's Church, Mamhilad, on Thursday, Jan. 10, at 2 p.m., followed by interment at the Newlands Road Churchyard. Inquiries Mamhilad 2087.

WILLIAMS.—On Jan. 5, 1985, suddenly and peacefully at home, REG, father of Peter and Marian. Service at Our Lady of Lourdes Church, Uxbridge, at 11.30 a.m. on Jan. 14. Inquiries to Peter, at West Drayton 446844.

WORTHINGTON. — On Jan. 8, MARIA SYBIL WORTHINGTON, M.B.E., aged 74 years, wife of the late J. D. Worthington and loved aunt of the late Michael Freddie. Cremation at Aldershot Crematorium on Jan. 16 at 12 noon. No flowers. Inquiries to John G. Ashton, Church Street, Altrincham, Cheshire.

ACKNOWLEDGMENTS

DOULTON.—Mr PETER DOULTON wishes to thank all those who so kindly sent flowers or letters of sympathy following her recent bereavement.

RENTON.—Dr NICK RENTON wishes to thank all those who sent messages, flowers, made donations or attended the funeral following Janet's death. He will not be replying by letter but hopes to thank many in person in due course.

MEMORIAL SERVICES

BUCKS. — A Memorial Service for MARTIN BUCKS will be held at the Christ Church synagogue, St John's Wood Road, London NW8, on Thursday, Jan. 24, 1985, at 12 noon.

CLAYTON.—A Memorial Service for MARTIN CLAYTON, O.B., formerly Managing Director, Hobart Johnson Ltd., Port Moody, The Rowers Company, Past President, Queen Victoria's Rifles Association and one time Chairman, The Royal Life Saving Society, Thursday, at St George's Church, Hanover Square, W.1, on Friday, Jan. 11, 1985, at 11 a.m.

LAYBORN.—A service of Thanksgiving for the life and work of Air V. A. L. Layborn, C.B.E., will be held in All Hallows by the Tower, Byward Street, London EC3, on Friday, Jan. 25, 1985, at 12.15 p.m.

LISTER.—The Memorial Service for Joseph CHARLES LISTER will be held at Aldbourne Parish Church on Saturday, Jan. 26, 1985, at 2.30 p.m.

MACLEAN.—A Memorial Service for Mrs Muriel MACLEAN, who died in Brighton on Nov. 13, will be held in Alloway Parish Church, Alloway, on Friday, Jan. 18, at 2.30 p.m.

NEWMAN, PAT. — A Memorial Service for the late Pat NEWMAN, of St Pancras A.R.C., will be held in Westminster Cathedral, SW1, on Friday, Feb. 1, at 3 p.m.

IN MEMORIAM

BARR, Capt. I.d., R.e.l., Reid.—In loving memory of our James.—Ethel.

HALE, Bassy.—Bright star, ever young. Her love and laughter must be missed by her family, friends and many admirers.

HOBBS, M. F. — In ever-lasting memory of my beloved wife, MAY (Polly), who died on Jan. 10, 1975.—Tell.

OGLE, Group Captain J. N., A.F.C., A.F.M.—Remembering always with love and pride.—Wynne, Geoffrey, John and Angela.

SEAMAN.—In memory of my beloved wife, Alma, who passed away on Jan. 10, 1981, all my love always.—Larry.

STOREY, K. H.—My darling Kay, always remembered. Thank you for 48 years of loyalty and happiness.—Mike.

WARREN, E. MARGARET. — Jan. 4, 1984, following a fall, friends will be pleased to know that the garden seat provided by their subscriptions is now in situ in the Rosson (Birtle) Priory Memorial Gardens.

WINN, CHARLES. — In treasured memory of my very dear Husband. Ever in my heart and thoughts.—Winifred.

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Send full cv to RL Harris (DT), Personnel Director, ARCO Limited, PO Box 21, Waverley Street, Hull HU1 2SJ.

Human Resource Management

Employment Relations is a successful consultancy operating throughout the UK. To meet the needs of expansion we are looking for a small number of consultants. They will undertake a wide range of consultancy, advisory and training assignments all directed towards improving management and business effectiveness. For some years we have managed the Employment Relations Resource Centres at Cambridge and Glasgow for the MSC. During 1985 they will now be taken over and developed by the company. Applicants should have a first degree, but more important, be able to demonstrate initiative and achievement in the practical development of human resource management. Particular experience in pay and reward, the management of change, and employee involvement would be an advantage. Good basic salary, an opportunity to share in profit generated, together with generous benefit package will be provided.

Replies, with a brief outline of qualifications and experience to date should be sent to Basil Haining, Managing Director, Employment Relations Limited, 62 Hills Road, Cambridge CB2 1LA.

Employment Relations

Sales Executive

OTE £20,000 + car — **Midlands**

Part of a successful group with turnover in excess of £12 million, my client seeks an experienced computer systems sales person with experience of or able to adapt to an insurance broker market, or someone experienced in the insurance broker industry with an interest in computer systems. Required to sell Brokerpoint systems throughout Midlands area. You will receive full company backing in establishing this position. On-target earnings £20,000+ with negotiable basic and guarantee and genuine prospects for sales management.

Send full cv to Janet Allen, PER, Fountain Court, Steelhouse Lane, Birmingham B4 6DS.

Works Manager

£15,000 + car + BUPA — **Southern England**

Our client is a small thriving company, located in an attractive part of Hampshire, and is involved in the manufacturing of high quality packaging for pharmaceuticals, healthfoods and toiletries. The company has excellent growth prospects in a number of areas. They are seeking a dynamic, enthusiastic Manager who has a good knowledge of assembly line production, a background in industrial management and who can provide strong leadership and motivation to a small and dedicated workforce. Aged 35-45, candidates must reside in Southern England and be able to offer an exemplory work record and have a real interest in joining a challenging and fast moving environment.

Send full career history to Carol P Howe, Management Selection Division, PER, Minster House, Baldwin Street, Bristol BS99 7QZ.

PER Management Selection

Finishing Manager

Steel Castings

Five figure salary — **Leeds**

Catton & Co Ltd, part of the Weir Group plc, manufacture a wide range of steel castings for UK and overseas markets using modern production techniques. The Finishing Manager reports directly to the Manufacturing Director and responsibilities include managing all processing operations of castings, including fettling and heat treatment. Desirable qualifications include a successful record of line management experience preferably within the steel foundry industry.

Write with full cv to TM Grourk, I R & Personnel Manager, Weir Foundries Ltd, PO Box 28, Leeds LS1 1JG.

Sales Engineers

Automated Manufacturing Systems

Negotiable c£12,000 + car — **1) Midlands 2) N England/Scotland**

Fairey Automation Ltd, part of the Fairey Systems Group, are a highly successful young dynamic company operating as a 'systems house' supplying mainly robot-based automation equipment to manufacturing industry. This demanding senior sales role encompasses total responsibility for analysis of customer requirements, project presentations and the complete sales/commercial negotiation process. Full technical backup is available. Candidates, ideally resident in the North of England, will be qualified engineers with sound machine tool or special purpose machinery experience relevant to applications in manufacturing industries. A mature, well-organised approach is essential, to maintain and build the business with minimal supervision. Extremely attractive terms and conditions are negotiable depending on level of experience. An excellent career move for 1985.

Send full cv to Peter McMahon, PER, Grosvenor House, Station Road, Gloucester GL1 1TA.

Fairey Systems — Fairey Automation Limited

UK Product Sales Executives

c£11,000 + bonus + car — **Based in Brighton**

My clients, part of a leading public group, are established distributors and manufacturers of electrical and electronic components and equipment. The company is expanding rapidly and is now seeking to appoint 2 UK Product Sales Executives to promote a range of electrical and electronic components and control equipment. You will be responsible for the sales of specific products, dealing with suppliers, setting price levels and liaising with the Publicity Officer. Reporting to the Marketing Director, and with the support of a team of Sales Representatives, you will be visiting potential clients throughout the UK. Your office work will be based at the company's office in Brighton. Aged between 25 and 35, you ideally should have an ONC/HNC/City & Guilds qualification in electrical/electronic engineering and have field sales experience. Salary and bonus will be negotiable according to experience together with a contributory pension scheme after one year.

Send full cv to Jacqui Hughes, PER, 53 West Street, Brighton BN1 2RL.

Outstanding Opportunities

North London

Poly-Lina, dynamic leaders in consumer plastic disposables, with a turnover of £15 million in 1984, are expanding by 20% in 1985. We are looking for dynamic professionals to fill the following vacancies:-

Warehouse Manager

This challenging post, operating our finished goods warehouse, will require an experienced Manager capable of running a fast-moving 5½ day warehouse with on-line computer support. Additional responsibilities will include a packaging line on-site.

Unit Production Manager

We require a technically competent young production management professional to be responsible for all aspects of running a blown film extrusion and conversion operation on a 24-hour, seven-day basis. Candidates should be qualified to HNC level and be able to show thorough awareness of the critical factors necessary to generate an efficient and profitable production unit in a competitive environment.

Benefits include car, results orientated bonus, pension and sickness scheme.

Take your first step into a new future by sending full cv with salary expectations to:- Personnel Manager, Poly-Lina Ltd, Millmarsh Lane, Brimsdown, Enfield, Middlesex EN3 7PU.

POLY.LINA

Manufacturing Manager

c£15,000 negotiable — **S London**

Holden Cords mean everything in cable and wiring assemblies: their success is built on individual service. To strengthen their senior management team, they need an effective Manager who can match their fast pace and demanding standards to combine strategic planning with day-to-day detail and action. The successful candidate will be a qualified electrical/electronic engineer with a successful management record in a manufacturing environment, preferably with sound experience of cable and wiring. A commitment to and understanding of modern computerisation together with a progressive business outlook are essential. Excellent prospects. Rewards package will match your ability.

Send full cv to Halina Scharf, Consultant, Management Selection Division, PER, 4th Floor, Rex House, 4-12 Regent Street, London SW1Y 4PP.

PER Management Selection

Administration Manager

c£15,000 + car — **Central London**

Part of a large and expanding multinational group, my client seeks an Administration Manager for its London office which is relocating from Horsham in April 1985. Duties include international budgetary preparation and controls, accountancy systems, employee relations, drafting of contracts to set standards, close liaison with overseas offices and supplier companies. You must be 30-40, with experience in a similar role, ideally with an international company. Salary c£15,000 plus excellent benefits including car.

Send full cv and photograph to Anne Dokov, PER, 4th Floor, Rex House, 4-12 Regent Street, London SW1Y 4PP.

General Manager

Excellent salary + bonus + car — **Andover**

As one of Europe's leading manufacturers of commercial vehicle bodies and security vehicles, Locomotors Limited, part of the UEI Group, wish to appoint a new General Manager to enhance even further our international reputation for product quality and innovation. As a member of a strong senior executive team, you will find yourself faced with a substantial professional challenge as you assume total responsibility for all aspects of production, at the head of a dedicated workforce of 190. Pre-requisites then are extensive management experience in commercial vehicle body manufacture, ideally including custom/specialist build techniques; in-depth understanding of all craft trades involved; and ability to initiate and direct planned performance schemes. Age range 30+. Highly attractive package including possible relocation expenses.

CV to Mr J Greenhalgh, Managing Director, Locomotors Limited, Barlows Lane, Andover, Hants SP10 2HD.

Accountant/Company Secretary

c£11,500 to start — **London EC2**

Is required by a small company of shipbrokers to maintain books, prepare budgets and final accounts and perform secretarial duties. Applicants may be part-qualified accountants, should be 40-55, non smokers, living close to City. Starting salary c£11,500 - substantial review later.

Send full cv to Anne Dokov, PER, 4th Floor, Rex House, 4-12 Regent Street, London SW1Y 4PP.

Work Study Professional

Attractive salary + company car — **Midlands**

We are a large and diverse warehousing and distribution company seeking an ambitious professional, with at least three years' work study projects experience and a relevant qualification, for our Midlands team.

Please ring for an application form to Miss B Stevens on (0923) 28591 ext 210.

SPD GROUP

Production Engineer

c£9,500 — **Salisbury**

Pains-Wessex are leading manufacturers of military and marine pyrotechnics for worldwide markets. As a Production Engineer, you will be a member of our production engineering teams, contributing towards maintaining our programme of introducing new pyrotechnic products to full production, including specification of equipment methods and safe operating procedures. Applicants, male or female, should be experienced Engineers qualified to HNC level or its equivalent. Familiarity with light engineering batch production and the ability to control projects within budgets and schedules would be an advantage. The company is situated in a pleasant area close to the New Forest and South Coast. Large company benefits include an assisted travel scheme, pension and a generous relocation package where appropriate.

Telephone Personnel Department for an application form on Salisbury (0722) 20211.

Chief Inspector

Pipework Fabrication

Babcock PED Limited is a major pipework engineering company involved in the design, manufacture and erection of pipework systems for the power generation, nuclear and petrochemical industries. An important opening has arisen for a Chief Inspector at our main fabrication works in the West Midlands, to be responsible for a small team involved in the organisation and control of a full inspection and NDT services for the factory. Candidates should preferably be qualified to HNC or equivalent in mechanical engineering and have a detailed knowledge of appropriate NDT and mechanical inspection techniques, with several years' experience in the fabrication of steel and alloy pipework for high and low pressure applications. The successful applicant must also be fully conversant with all relevant codes and be familiar with the ionising radiation regulations. He/she will be expected to represent the company in discussions with clients and inspection authority representatives. This is a staff appointment and the salary is commensurate with the importance of the position. The remuneration package will include contributory pension scheme and generous relocation expenses.

Please write with full cv to Mr H Adam, Manager, Personnel, Babcock PED Limited, Wellington Works, Brickhouse Lane, Great Bridge, Tipton, West Midlands DY4 7HH.

Babcock PED Limited

Marketing Manager

Director Designate

c£15,000 + car

Our client, Russell Leisure Products, a totally autonomous subsidiary of an old established private company, is involved in the manufacture and distribution of a wide variety of leisure equipment. Included in their advanced range of quality products are playground, school, park and sports equipments as well as fixed and portable seating systems and street furniture. As a Senior Executive in this progressive subsidiary, your responsibilities will include marketing budgets, regular contact with the Sales Manager and his national team and the development of innovative marketing programmes designed to capitalise on the extensive market potential. Candidates should have a proven marketing background including 'sharp-end' sales experience and relative skills in staff-management. Previous experience in the sports/leisure industry and an appropriate marketing qualification, whilst not essential, would be an advantage. Based in Edinburgh, this senior appointment carries an appropriate comprehensive salary and benefits package which fully reflects the level of the appointment.

Send full cv to John McIntosh, PER, 2-3 Queen Street, Edinburgh EH2 1JS. Tel: (031) 225 2736. Open to male and female candidates.

Sales Office Manager

Five figure salary + car — **Basingstoke**

Ambersil Ltd, a successful subsidiary of a major British group, manufactures a wide range of industrial consumables including aerosols, remedial building products and silicone sealants. Responsible for sales support to the entire product range, you will control established computerised systems, customer liaison, export procedures and maintain our acknowledged speedy and efficient service. Aged 30-45, relevant experience and ability to work under pressure are more important than qualifications. Experience of computerised systems essential. Knowledge of export procedures desirable. Maintenance of existing staff and customer loyalties is paramount. Generous benefit package including relocation assistance as appropriate.

Please write with full cv to Marketing Director, Ambersil Ltd, Whitney Road, Daneshill, Basingstoke, Hants RG24 0NS.

Ambersil

Technical Sales Service Representative

Industrial Finishing Department

Negotiable salary — **South East of England**

An opportunity exists for a Representative with a proven sales record in surface finishing and electroplating products to join a progressive expanding international supply house. The successful applicant will be expected to sell and service Harshaw processes in the South East of England and so would require in addition to excellent sales skills a sound knowledge of modern finishing technology. A high level of remuneration is based on a generous basic salary plus monthly commission payments on sales in the area. In addition, normal fringe benefits such as company car, telephone expenses, BUPA contribution, pension scheme, expense allowance etc are provided. Candidates should be aged between 25-40 years old, and live or be prepared to live in the area. Full relocation expenses will be paid.

If you believe you have the necessary qualifications then please write enclosing a suitably detailed cv, to Mr CC Postins, Harshaw Chemicals Ltd, PO Box 4, Daventry, Northants NN11 4HF.

HARSHAW — Harshaw Chemicals Limited

Manufacturing Managers (2)

c£11,000 + car — **Leeds and Cardiff**

The recent merger of two companies has created Bray Lectroheat Ltd, a new company already recognised as a leader in the manufacture of electrical heating equipment for a wide range of industrial applications. The two successful applicants will be responsible to the Manufacturing Director for all aspects of the planning, co-ordination and control of the manufacturing departments of the Leeds and Cardiff sites. Ideally 30-40, you must hold a minimum of HNC in an engineering discipline, be able to demonstrate proven management ability and have a good knowledge of machine shop practice. Experience of electrical heating equipment will prove advantageous.

Contact Richard Norbury, PER Leeds, on (0532) 445131.

Sales/Marketing Manager

Hose & Transmission Products

Attractive salary + bonus + car — **Rugby based**

Trelleborg are a major international rubber manufacturing based company, selling throughout the world. Due to internal reorganisation an opportunity has now arisen for a Sales & Marketing Manager in our Industrial Products Division. You will be directly responsible to the Divisional Manager for all sales in the UK and Ireland, both to original equipment manufacturers and distributor markets. Aged between 28 and 40, you should have a sound educational background and must have a successful sales record in hose or transmission product lines. This post carries an attractive remuneration package plus 2 litre company car, together with usual large company benefits including contributory pension and life assurance schemes, BUPA and 5 weeks' holiday. Relocation expenses will be payable where necessary.

If you feel you are of the calibre and have the background to *handle this important position, please apply with full cv to* Mr K Shean, Divisional Manager, Industrial Products, Trelleborg Ltd, 90 Somers Road, Rugby, Warwks CV22 7ED.

TRELLEBORG

Marketing Opportunity for Graduate

We are looking for a recently qualified, highly intelligent and self-motivated graduate who is interested in a career in marketing. Reporting directly to the Marketing Director, the successful applicant, male or female, will be responsible for a range of market planning projects which will provide a stimulating and intellectual challenge. This is an excellent opportunity to join a market orientated company manufacturing domestic gas-fired heating appliances.

If you are interested, please write with full cv to Mr D Brook, Personnel Manager, TI Glow-worm Ltd, Nottingham Road, Belper, Derby DE5 1JT.

A GRADUATE ENGINEER

realise your full career potential in MANUFACTURING MANAGEMENT

Sussex Coast — **Package £13,000 + benefits**

with our client, the Instrumentation Division of a well-established market leader. They develop and produce sophisticated electronic and electro/mechanical equipment used extensively in high growth, high tech industries world wide. Resulting from further planned expansion the following demanding and career-enhancing opportunity has arisen.

They are seeking a professional engineer to assume total responsibility for their assembly and test operation. The duties will cover all aspects of production output involving computerised production control, man management and technical/operational problem solving.

Your profile should indicate achievement in at least two of these areas combined with a consistent level of progression and responsibility. It would be expected that you possess good communicative skills and the ability to think logically, practically and decisively. You are likely to be aged between 25 and 35, and be qualified to degree level or equivalent in an engineering science.

The salary and benefits are those which you would expect of a major international company and will include a generous relocation package where appropriate.

If you consider you have the necessary ATTRIBUTES and the ABILITY TO PROGRESS FURTHER with your CAREER DEVELOPMENT GEARED TOWARDS SENIOR MANAGEMENT within the organisation, please forward your comprehensive CV to P. L. Dungey, M.B.I.M., M.I.I.M., who is advising the company at:—

Dungey Associates Limited

RECRUITMENT CONSULTANTS FOR ENGINEERING MANAGEMENT.
TECHNICAL AND ASSOCIATED PROFESSIONAL SPECIALISTS

Suite 3, 50-52 High Street, Epsom, Surrey KT19 8AJ

An associated company of Brian Hodges Associates

SENIOR DRILLING ENGINEER-ABERDEEN

Enjoy a real challenge at the forefront of drilling technology with a major operator.

The company has substantial production and exploratory interests in the North Sea. Many of their activities make use of advanced drilling techniques and the company is regarded within the industry as having conducted its operations to the highest professional standards.

We believe that this opportunity to work at the highest level of drilling technology with a major operator offers you one of the best environments in which to advance your career.

Reporting to the Drilling Engineering Supervisor you will be involved in the full range of drilling engineering activities relating to the company's North Sea operations and will be expected to make a major contribution in overcoming the problems presented by the drilling of wells to complex geological structures and at extreme depths. You will enjoy a wide degree of freedom to act on your own initiative.

To be a candidate you must have an engineering related degree and a minimum of 5 years drilling engineering experience, including several spent in an offshore supervisory capacity, obtained predominantly in the North Sea or similar projects.

The position carries a highly competitive salary and an attractive benefits package including generous relocation assistance where appropriate.

To apply please write to Summit Management Consultants Limited, Cavendish Court, 11-15 Wigmore Street, London W1H 9LB, or telephone 01-629 3532.

SMCL

Opportunities in Manufacturing Management

We are currently handling a number of senior manufacturing appointments. They include the positions briefly described below.

Production Director

London — **Negotiable over £25,000 + Car**

Our client is one of the market leaders in the electronic home entertainment industry. The company is substantial, profitable and growing, and is part of a major engineering group. Recent reorganisation has created a vacancy for a Production Director.
Candidates should preferably be aged between 35 and 45 with a good knowledge of the state of the art of the industry and with considerable experience in high volume, large batch production in electronics or electrical manufacturing.
The remuneration will be generous and will include a negotiated salary, an executive saloon car and other benefits. Ref C/580/2

Manufacturing Director

Engineering — **£18,000 + Car**

Management succession has created this opportunity responsible to the Managing Director, for manufacturing, production engineering and control in an £18 million turnover, export orientated engineering company. Key tasks will be improving productivity, production control and enhancing computer aided systems.
Applicants should be aged 36 to 45, qualified to degree level in engineering with production management experience, ideally in small batch rotating machinery assembly utilising sophisticated EDP methods. Ability to contribute at board level is essential.
Excellent benefits and assistance with relocation to Yorkshire will be offered together with the opportunity to grow with the company. Ref C/579/2

Factory Manager

East Anglia — **£18,000 + Car**

Our client, part of a major international group, seeks to strengthen his production management team to support continued profitable growth. The post is responsible to the Production Director for an autonomous unit with close involvement with marketing, customers and suppliers.
Applicants should be aged around 35, qualified to degree level, preferably in Engineering, and have senior production management experience in light engineering or process industry. Experience in modern management methods and controls is essential.
Excellent large company benefits apply to this post together with assistance with relocation. Career prospects are excellent and include possible development into commercial activities. Ref. C/577/2

Production Engineering Manager

West of London — **around £16,000 + Car**

Our clients are world leaders in the supply and transportation of fuels for domestic and industrial users, with branches throughout the UK. The company wishes to appoint a Production Engineering Manager to provide creative input and spearhead further development in automation applications.
Candidates, aged up to 45 should be chartered or graduate mechanical engineers or equivalent, with industrial engineering experience in automotive, pneumatic, mechanical handling or similar precision engineering applications. Electronics experience is desirable.
Remuneration comprises a salary, initially around £16,000, with performance-related increments, car, non-contributory pension scheme and relocation assistance. Ref C/583/2

Production Manager

West Country — **around £15,000**

Our client is a well established light engineering company and is part of a UK group. The company, which employs about 200 people with a turnover of £7 million, has a high quality production facility, a progressive engineering policy and has invested in computer aided design and production management systems. The new Production Manager will be responsible for the whole production function and will develop the company's work in the electronics field.
Candidates should be between 30 and 45 with an engineering qualification to HND or degree level, production management experience in electronic assembly, and be familiar with computer applications in production.
Remuneration will include a salary of around £15,000 a year plus relocation expenses. Promotion prospects are excellent. Ref. K/551/2

To apply for any of the above posts please telephone 01-499 1948 (24 hour answering service) for a personal history form quoting the job reference or write in confidence to
The P-E Consulting Group, Appointments Division, 166 Piccadilly, London W1V 9DE.

PE
The P-E Consulting Group

Assistant Geologist

This is a career appointment with one of Britain's largest producers of concrete and roadstone aggregates.
Due to continuing expansion we are seeking a recent graduate to join the Geological Services Department based near Nottingham to be involved in general exploration throughout the UK for the location and assessment of minerals used in the construction industry.
Applicants should have a degree in Geology, and a full current driving licence. Membership of the Institution of Geologists is preferred.
A competitive salary is offered and this appointment carries a Company car. Good conditions of employment and benefits include a contributory pension scheme and free life assurance.
Please write for an application form to D. K. Roberts, Ready Mixed Concrete (United Kingdom) Limited, Long Lane, Attenborough, Nottingham NG9 6BL.

RMC

Promotion & expansion creates opportunity

YOUNG SALES EXECUTIVES

Advance your career in Technical Sales

c. £10,000 p.a. + bonus + car — **South & West H.C.'s**

Our client is part of a major European group with international interests in chemicals, plastic components, and advanced surface materials. Already world leaders in a number of fields, they are now consciously introducing new products with high technological content, as a major long-range objective.

An internal promotion into marketing and the company's increased market penetration have created opportunities for two enthusiastic and highly motivated individuals. Aged c. 25-29, you will be well educated, preferably to Degree standard and will have at least 2 years proven sales experience, ideally gained in a problem solving environment. The particular business sector, however, is less important than the ability to make decisions and act on self-initiative.

A first class benefits package including salary, bonus, company car, and pension scheme together with excellent prospects for further career development awaits the successful applicants.

Applicants please telephone John Gallacher on 01-637 0212, or write quoting Ref No: JJT684 with full personal and career details.

IPG Sales & Marketing Interface
Juice House, 26-28 Gt. Portland St., London W1N 5AD Tel 01-637 0212 (24hrs)
Professionals in Selection & Search

IPG

Telecommunications Engineers & Instructors

Our Client, a British owned organisation of international repute and a recognised leader in global communications, needs experienced staff to work for renewable fixed term contracts of up to 12 months in Saudi Arabia. Specific vacancies include:

ASSISTANT ENGINEERS at c £18,300 pa

BROADBAND RADIO ASSISTANT ENGINEERS are required with experience of microwave radio terminals operating up to 7 GHz (and preferably 11 GHz) carrying FDM multiplex up to 960 channels capacity, or with experience of 900 MHz 10W Troposcatter systems. Qualified to C&G level or HM Forces equivalent, you must be able to work to strict quality control standards on testing, diagnosing and repairs down to component level.

TELEPHONE SWITCHING ASSISTANT ENGINEERS are required with a proven background in SPC/Transmission and digital switching techniques as you will be maintaining EPABX's interconnected to form a private nationwide system. Ideally qualified to full C&G (Telecoms) or equivalent you'll be involved in operating to strict control standards on testing, diagnosing and repairs to component level.

INSTRUCTORS at c £19,400 pa

You should be qualified between C&G full tech and degree level and have at least three years' experience in a technical studies environment as a technician or equipment instructor. An HM Forces, technical college or a manufacturing background is required. You must be familiar with "state-of-the-art" equipment in one of the following fields:

* Microwave * HF Radio
* Line Communications
* Telephone Exchange Systems

The excellent salaries quoted are paid partly in sterling, partly in local currency and are based on the current rate of exchange. In addition there is free board and lodging, and frequent leave breaks with all air fares provided.

All applicants must possess a valid UK passport and a current British driving licence.

Phone-in tonight, Thursday 10th January or tomorrow Friday 11th January between 5pm and 8pm on 01-240 9555 for an informal discussion with one of our consultants or send full information quoting ref 335, to: Andrew Millhouse, Managing Director, Deansgate Management Services, 63-66 St. Martin's Lane, London WC2N 4JX.

Phone-in for tax-free jobs in Saudi Arabia

DEANSGATE MANAGEMENT SERVICES
ADVERTISING - SEARCH - SELECTION
A DIVISION OF WHITES BULL HOLMES

Building Materials

Two outstanding opportunities with a leading manufacturer of building materials

National Sales Manager

C £18,000 + Car — **West Midlands**

THE JOB: Direct responsibility to the Managing Director for the profitable operation of a nationwide sales force.

THE CANDIDATE: Will be under 40 years of age and educated to degree level. He or she will have a sound knowledge of formal sales and management techniques and will have demonstrated the ability to put these skills to good effect. Obviously a competent communicator, the successful candidate must have personal experience of selling to Architects/Specifiers.

THE OFFER: A unique opportunity to join the senior management team of a well respected company. An excellent financial package, a quality car, pension plan, BUPA, and truly exciting prospects.

Reference L/1044/NSM

Area Sales Manager

£12,000 + 2L Car + Expenses
Location: Middx/Berks

THE JOB: Area Sales Manager to lead a team of three salespeople covering South East England.

THE CANDIDATE: A thoroughly professional salesperson, well versed in the skills of selling to architects. Management experience allied to a knowledge of the building industry is desirable.

THE OFFER: Permanent, secure position within a progressive and well respected organisation. Excellent terms and conditions with real prospects of personal development.

Reference L/1045/ASM

Written applications only, please, quoting appropriate reference to the Managing Director.

Lynnpoint Limited
SALES RECRUITMENT SPECIALISTS
Hesketh House Portman Square London W1H 0JH

Opportunities in Engineering Management

Watney Combe Reid & Co. Ltd. are seeking to strengthen their professional engineering management teams at both the Isleworth Packaging and Process Centre and the Stag Brewery, Mortlake.

Section Engineer — up to £14,000

Based at Isleworth the successful candidate will report directly to the Chief Engineer and have full responsibility for a team of 8 shift engineers/supervisors and a maintenance craftforce of 66. This includes:

- handling industrial relations, safety at work requirements, grievance and disciplinary matters,
- developing and managing all plant maintenance systems on site,
- preparation and control of engineering maintenance budgets.

It is unlikely that anyone aged under 28 will have the necessary experience for this position.

Engineering Shift Managers — c £12,500 including shift pay

Responsibilities include controlling a multi-discipline shift craft workforce which is involved in problem-solving on all aspects of site engineering, and acting as the senior engineering manager outside normal working hours.

Assistant Line Engineer — £7,300 – £10,000

Reporting to the Senior Line Engineer the successful candidate will be responsible for the day-to-day engineering control of a section of the packaging operation. This is an ideal career development opportunity for a graduate with up to 2 years' experience.

A chemical, mechanical or electrical engineering qualification at degree or equivalent level is a requirement for all vacancies. As these positions include a substantial element of man management, candidates must be self reliant and able to demonstrate highly developed leadership and communication skills.

There is a comprehensive benefits package which includes generous relocation expenses where necessary.

Application forms and further details may be obtained from Jenny Morris, Manpower Resourcing Manager, Watney Combe Reid & Co. Ltd., 14 Mortlake High Street, London SW14 8JD. Tel: 01-876 3434, ext. 331.

WATNEY COMBE REID 1898

Two key opportunities for engineering professionals

Automotive Components — **City of York**

Due to an increase in our engineering activity, Armstrong Patents Co. Ltd., one of Europe's leading automotive shock absorber designers and manufacturers, is seeking experienced Engineering staff for the following new positions

Applications Engineer
Aftermarket

This post calls for a self starting, academically qualified engineer with a keen, commercial awareness. We envisage that the successful candidate will be in the 25/38 age bracket and may have already been exposed to the pressures of the Automotive industry and preferably will have had some design and development experience with automotive components. Drive and diplomacy are necessary qualities to achieve the liaison with our manufacturing and marketing divisions, both in the United Kingdom and in Spain which will be essential to provide an efficient catalogue of new applications — worldwide, establish market sizes and determine supply sources. If you feel you have the right experience and are prepared to dedicate yourself to an organisation determined to succeed let us hear from you.

Development Engineer

A first class mechanical engineer, preferably qualified to degree standard, is required to control the day to day conduct of established, current product development and its support needs in accordance with pre-determined time scales in order to ensure our customers' approval. The successful candidate, preferably in the 25/38 age bracket and perhaps already experienced in the field of Hydraulic shock absorbers, will be based initially at our York Engineering Department for a period of up to three years before being transferred to our Manufacturing plant in Spain, or some other overseas location for a tour of some two to three years. It follows, therefore, that you should be either reasonably fluent in Spanish or prepared to make yourself so by the time such a transfer becomes imminent.

Both posts are open to male and female candidates. We offer competitive starting salaries, usual benefits packages and relocation expenses where appropriate. Please write with full career and personal information to Mr. S. Dunkerley, Director of Personnel, Armstrong Patents Co. Ltd., Gibson Lane, Melton, North Ferriby, North Humberside.

ARMSTRONG

Technical Salesman

Photoresists Inks and Equipment - PCB Industry
Based in South of England - c.£14,000+Car+Commission

A major chemical manufacturing company is seeking an active and enthusiastic salesman to sell and promote a range of inks, photoresist coatings and ancillary products to Printed Circuit Board manufacturers throughout the U.K.

This is a key position and holds good opportunities for growth and future development. The main tasks will be to expand the current customer base, to sell through demonstrations and other promotional activities, and to provide first line technical assistance.

The successful man or woman will probably be around 25-30 and will ideally have had several years' successful selling experience and a good knowledge of PCB production techniques. General requirements are personal mobility, a good standard of education, with perhaps a science or technical qualification, good communication skills, self-reliance, self-motivation and an ability to inspire confidence.

Rewards include a salary negotiable around £13,000-£15,000 plus commission and a Company car. Relocation expenses will be paid where appropriate.

Please write with brief personal and career details to the Confidential Reply Service, ref. AWT 9125, Austin Knight Advertising Limited, London W1A 1DS.

Applications are forwarded to the client concerned, therefore companies in which you are not interested should be listed in a covering letter to the Confidential Reply Supervisor.

Austin Knight Advertising

Sales Manager
Rubber Products

Our Client is a successful well established U.K. manufacturing company. Recent capital investment and production improvements have created the need for a U.K. Sales Manager who can generate the extra business to fulfill their potential.

Reporting to the General Manager you would be responsible for the direction, supervision and motivation of a team of Sales Representatives as well as ensuring the sales administration and back up facilities are first class. Identification of new product areas and markets would also form an essential part of the role in order to expand the business.

Aged 35 plus you will be a Professional Sales Manager with several years experience in the Industrial Rubber Product market place. As well as the technical ability you should have the leadership and motivational skills required to succeed in this demanding role.

An excellent salary package is offered coupled with excellent career prospects.

For further information please write to Harry Chalmers, quoting reference number WHC/SP/591.

P.E.S. ASSOCIATES
MANAGEMENT CONSULTANTS
Edgo Project Developments, 186 Sloane Street, London, SW1X 9QR.

PROJECT ENGINEERING MANAGER

AN OUTSTANDING OPPORTUNITY EXISTS within an important group of companies for a Mechanical Engineer of above average ability to be responsible for all engineering projects from initial concept through feasibility studies, planning, supervision of installation to operating systems and planned maintenance.

THE RIGHT PERSON will be up to 40 years old with a good degree or equivalent in mechanical or electromechanical engineering and several years' experience in Works or Project Engineering in a papermill, continuous process or metallurgical industries. He/she must be a good, practical engineer, a good organiser with the ability to manage men and resources effectively.

THIS IS AN IMPORTANT APPOINTMENT WHICH OFFERS EXCELLENT CAREER PROSPECTS within a large group of companies and an opportunity to contribute to technically advanced projects. The company offers excellent conditions of employment in the most congenial surroundings; generous fringe benefits; pension fund; life assurance; permanent health insurance; removal expenses and a salary which will be negotiable with the right person.

Apply in strictest confidence quoting Ref. No. 5465.

Business Executive Technical Appointments
Brazenose House East, Brazenose Street, Manchester 2 — Tel. 061-834 2394
16 St. James's Place, St. James's, London SW1 — Tel. 01-629 6075

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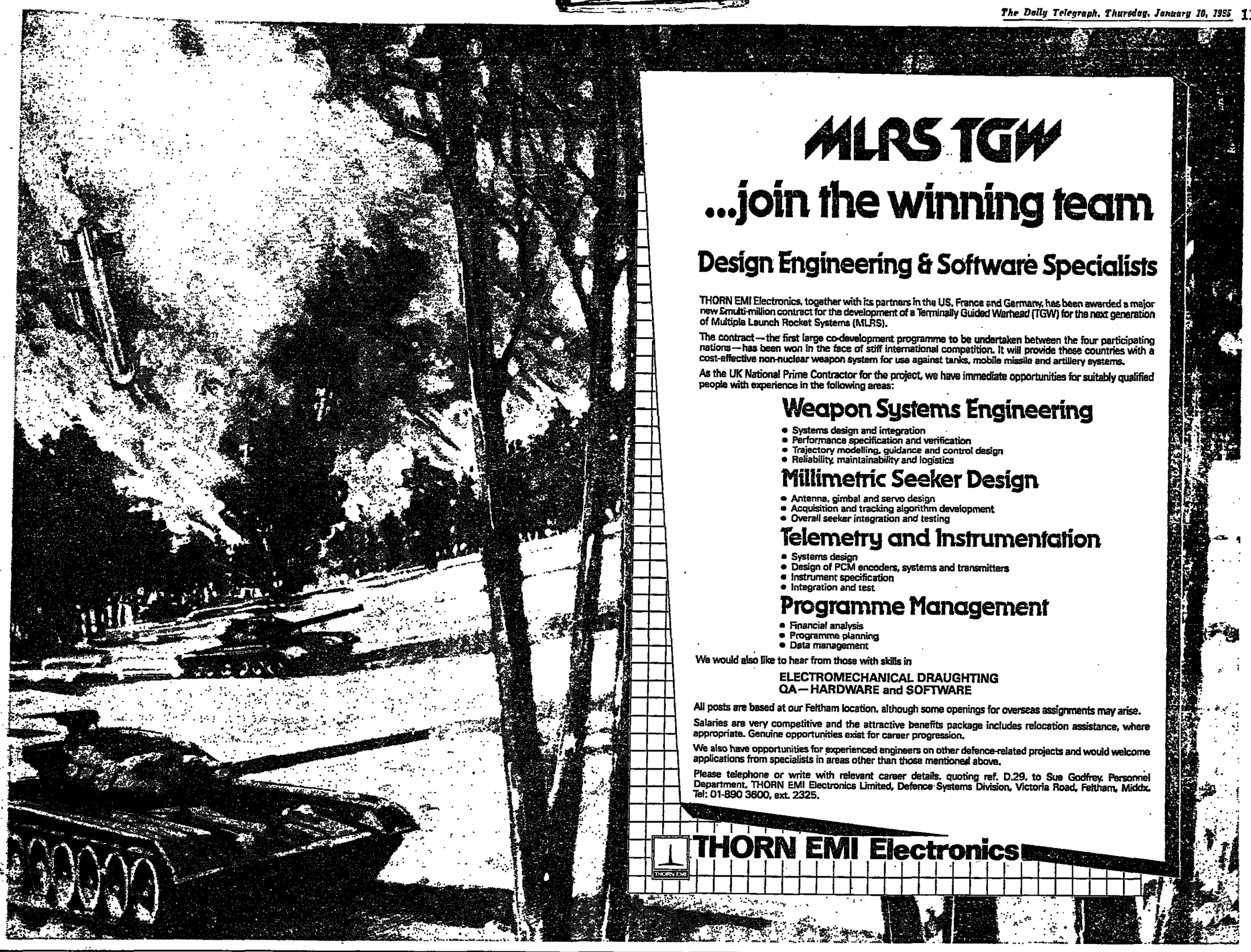


MLRS TGW

...join the winning team

Design Engineering & Software Specialists

THORN EMI Electronics, together with its partners in the US, France and Germany, has been awarded a major new £multi-million contract for the development of a Terminally Guided Warhead (TGW) for the next generation of Multiple Launch Rocket Systems (MLRS).

The contract—the first large co-development programme to be undertaken between the four participating nations—has been won in the face of stiff international competition. It will provide these countries with a cost-effective non-nuclear weapon system for use against tanks, mobile missile and artillery systems.

As the UK National Prime Contractor for the project, we have immediate opportunities for suitably qualified people with experience in the following areas:

Weapon Systems Engineering

- Systems design and integration
- Performance specification and verification
- Trajectory modelling, guidance and control design
- Reliability, maintainability and logistics

Millimetric Seeker Design

- Antenna, gimbal and servo design
- Acquisition and tracking algorithm development
- Overall seeker integration and testing

Telemetry and Instrumentation

- Systems design
- Design of PCM encoders, systems and transmitters
- Instrument specification
- Integration and test

Programme Management

- Financial analysis
- Programme planning
- Data management

We would also like to hear from those with skills in

ELECTROMECHANICAL DRAUGHTING
QA—HARDWARE and SOFTWARE

All posts are based at our Feltham location, although some openings for overseas assignments may arise.

Salaries are very competitive and the attractive benefits package includes relocation assistance, where appropriate. Genuine opportunities exist for career progression.

We also have opportunities for experienced engineers on other defence-related projects and would welcome applications from specialists in areas other than those mentioned above.

Please telephone or write with relevant career details, quoting ref. D.29, to Sue Godfrey, Personnel Department, THORN EMI Electronics Limited, Defence Systems Division, Victoria Road, Feltham, Middx. Tel: 01-890 3600, ext. 2325.

THORN EMI Electronics

New Year Sales Opportunities

2 Regional Sales Managers

c£14,000 + car

Following expansion and re-organisation this company now seeks two exceptional regional sales managers to complement the existing sales effort. These are new positions and require candidates of proven sales experience and expertise, possessing first-class track records of achievement.

As a regional manager you will have considerable autonomy to develop both existing and new accounts within your region. Full product support together with extensive training will be provided in order to help you achieve the required targets.

Numerate candidates aged 28-40 years preferably having sold to end-users, should have good presence together with first class communication and presentation skills. Ideally you must be ambitious and hungry for success and understand conceptual selling.

Excellent conditions of service apply including negotiable salary, commission, car, etc., together with promotional opportunities based on successful performance.

Please send full career history, in total confidence, to:
Peter Stemp, quoting reference 942/DT
Crailfern Corporate Consultants Limited
2 Berkeley Square, London W1X 5HG. Tel: 01-629 0682.

CRAILFERN CORPORATE CONSULTANTS
Executive Selection Division

Electronic Design Manager

South East up to £17K + car

Lead the impetus in business equipment design

Our client is an international business equipment group who have become market leaders through the introduction of electronics into their main product line. They attribute their success to the excellence of their UK research and development. A Design Manager with exceptional management and communication skills is needed to maintain the impetus of an already well integrated team.

Aged 30-40, you must be a graduate calibre Electronics Engineer with a good track record in generating and developing successful products against tight cost targets. Ideally you will have worked in a multi-disciplinary environment where products have had electro-mechanical as well as electronic elements.

The success of their products focuses first and foremost on quality as well as features which incorporate "state of the art" technology and peripherals using communications technology. Meeting the varying specification requirements of their international customers will present a real challenge.

In addition to a very competitive salary, there is a first class benefits package including a 2 litre car. Relocation assistance will be provided where appropriate.

If you are interested send your C.V. to John Faith quoting reference 50/JF/84 or telephone for an application form. This position is open to both men and women.

Austin Knight Selection, Knightway House, 20 Soho Square, London W1A 1DS. Tel: 01-437 9261.

Austin Knight Selection

PHYSICS/ ELECTRONICS GRADUATE

London

A physics/electronics graduate is required to join a team in London working on a variety of challenging projects.

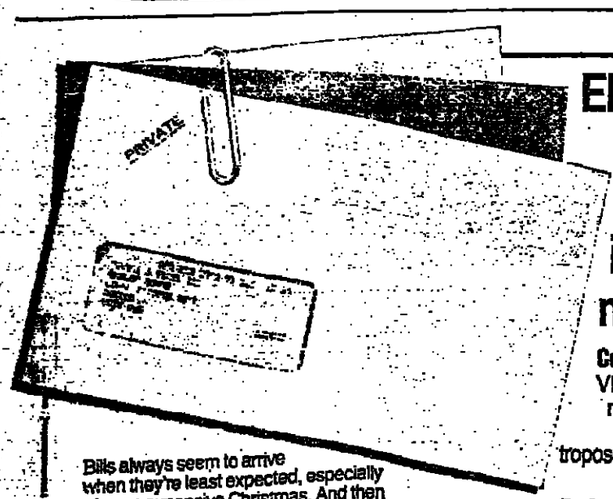
THE WORK involves the use of electronic systems to process acoustic data; technical liaison with Government R&D establishments and with industry; and the provision of advice to non-technical personnel.

THE PERSON filling this vacancy should hold a good Honours degree or equivalent in physics, electronics or an allied engineering subject. Knowledge of acoustics, communications and signal processing would be an advantage. An ability to liaise effectively with senior technical staff is desirable.

THE APPOINTMENT would be as a Higher Scientific Officer (£8,735-£11,339) or Scientific Officer (£7,209-£9,453) depending on qualifications and experience. For an application form write to:

The Recruitment Officer,
HM Government Communications Centre,
Hanslope Park, Milton Keynes MK19 7BH.

Completed forms should be returned by 21st February 1985.



ELECTRONICS ENGINEERS

At certain times around £24,000 tax-free in Saudi Arabia seems more attractive than ever.

Bills always seem to arrive when they're least expected, especially after an expensive Christmas. And then not just one, but a whole flurry at the same time. It's the same for everyone. Or is it?

Not if you work for IAL. We've been retained by a major Saudi Arabian organisation to find the key technical staff who can help the Royal Saudi Air Force achieve full self sufficiency in operating and maintaining the Kingdom's own air defence system.

We are now looking for electronics engineers with experience in the following disciplines.

Communications
VHF, UHF, SHF, radio and radio links including troposcatter systems. Ref. G001/01.

Radar
3D surveillance and mobile radars: airfield radars. Ref.G001/02.

Data handling and display
On line real time processing. Ref. G001/03.

Navaids
ILS, TACAN, Vor-Tac and ground-to-air comms systems. Ref. G001/04.

You'll need a degree, HNC or equivalent, with 5 years post-qualification experience.

Apart from the tax-free salary of around £24,000 which includes an end of contract bonus, there are other attractive benefits which include free accommodation, return flights to the UK, life assurance and medical cover, as well as accompanied status if required.

With the tax-free salaries we're offering, your financial worries will fade away and become distant memories.

Contact the Recruitment Executive, quoting the appropriate reference.

Aviation Services
Manpower Services
Aeradio House,
Hayes Road, Southall,
Middlesex. UB2 5NJ.
Tel. 01-574 5000

IAL

A MEMBER OF THE STANDARD TELEPHONES AND CABLES PLC GROUP

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InterExec is *the* organisation specialising in the confidential promotion of Senior Executives.

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The one who stands out

AUTHORS

SOFTWARE AND HARDWARE

U.K. and Overseas

We are currently looking for hardware and software authors experienced in all areas of high technology for challenging and well-rewarded opportunities in our highly successful Engineering Services organization.

Please send full career details quoting ref. R227/197 to:

K.B. Pierpoint, Resources Manager
Intereurope Technology Group Plc.
19-21 Denmark Street
Wokingham
Berks. (EMP/BUS)

INTEREUROPE

Do You Come Under This Umbrella

We are widely acclaimed as the leading recruitment and contract consultancy specialists in the field of O & M, Business Systems, Information Technology, Operational Research and Telecommunications. Having been established since 1975, we've experienced first hand, the rapid developments in these disciplines and can see that their importance to business growth is only going to increase in 1985.

To meet additional client demand, in both the *permanent* and *contract* appointment markets, we need more professionals looking for a career move and able to offer relevant skills and expertise.

MANAGEMENT SERVICES PROFESSIONALS EARNING BETWEEN £8,000-£25,000+

	DISCIPLINE	PERMANENT	CONTRACT
O & M			
Business Systems			
Information Technology			
Operational Research			
Telecommunications			

NAME
ADDRESS
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To assist you in identifying the right opportunity in terms of both your experience to date and your future aspirations, our consultants, who are all seasoned professionals, are able to offer extensive practical experience in your discipline which, combined with a totally confidential and personal service, will ensure you find the right appointment with maximum speed and discretion.

The Next Step
Complete the above coupon indicating the discipline in which you have experience and whether you seek a permanent and/or contract appointment, then cut out the advertisement and send it to us at the address below, whereupon we will guarantee you a reply within 24 hours of receipt. Alternatively, telephone Julie Smith on Tunbridge Wells (0892) 46555.

PROSPECT RECRUITMENT

A TOTAL SELECTION SERVICE

Electrical Engineer

Near Bristol

To £15,000

Commonwealth Smelting Limited, substantially owned by the world wide renown RTZ Group, is primarily involved in the production of zinc for use in a range of industries in the UK and overseas.

The company now have an excellent opportunity for an experienced and well qualified Engineer to take control of the electrical maintenance function.

The brief will be to provide, through 5 Supervisors and 30 trained craftsmen, a planned and effective service to enable the production process to operate to maximum efficiency.

Aged 35-40 candidates should hold a degree or equivalent and be Chartered Electrical Engineers, preferably experienced in a continuous process industry. Some exposure to instrumentation is desirable and management skills, ideally obtained in a unionised environment, are essential.

If you would like to be considered for this interesting and highly demanding position then:- Write (enclosing full career history) to David Wood, Management Selection Division, PER, Minster House, 27/29 Baldwin Street, Bristol BS99 7OZ.

CSL
Commonwealth Smelting Limited

Technical Manager Abrasive Products

North West

c£17,000 + Car

The Company is a major independent manufacturer of industrial abrasives, utilising a wide range of different materials and processes on one site.

As Technical Manager you will have overall responsibility for co-ordinating, directing and controlling all resources involved in the continued development and improvement of present manufacturing processes. Another key aspect will be to advise on the commercial and technical viability of the introduction of new products.

We are looking for Graduates with experience of the technical control of a similar manufacturing process plant. This should be coupled with the ability to effect change in an established environment. It will call for a strong communicator, commercially aware with a persuasive, diplomatic and innovative approach.

Preferred age 35-45.

This is a demanding position with considerable potential and the remuneration package will include a negotiable salary, Company Car, BUPA and relocation assistance.

Write with full C.V. to Wayne Travis, PER, Management Selection Division, Northampton House, 177 Charles Street, Leicester LE1 1LA, or telephone: (0533) 551418.

A World Authority in a Specialist Industrial Field

S.E. London

Already a company of world class in process engineering and part of a major international manufacturing group, Philip Morris Engineering Services is now poised for a dynamic new era of development and expansion.

Each individual member of the newly-structured middle management team will have a highly influential role reporting direct to the Board. These appointments therefore demand exceptional professional and personal qualities of: technical authority, entrepreneurial spirit, and a vigorous approach towards business innovation and development.

Chief Designer/Project Engineer
As company's design authority, to plan and structure advanced approach to design, including introduction of CAD, to assume the role of international technical advisor. In-depth knowledge of printing/packaging/process industries, supported by high level of practical experience in mech. eng. design and qualification at least to HNC. Age to 45. From £15k + car.

Systems Project Leader/I.S.
Help take us beyond the DP technology forefront already attained. Sound systems design experience gained at project leader level as Senior Analyst/Programmer in manufacturing/production, IBM 38 and RPG III knowledge. Age 23 + c. £16k + car.

Deputy Parts Marketing Manager
To assist in effective management of all inventory/stock control/shipping activities. 25% of time promoting Parts service direct. Emphasis on personal attributes. Sound spares management experience gained in engineering, evidence of sales success. Age to 40. From £14,500 + car.

Technical Sales Person – Parts
Field role, with 4 months p.a. abroad promoting parts and service function to Associates worldwide. Personal strengths more vital than paper qualifications. Background in parts sales with mech/elec. Eng. bias. Familiarity with packaging/printing/process industries with CNC ideal, particularly if it includes negotiations with OEMs. Languages useful. Age to 40 to £16,500 + car.

C.V. to Haline Scharf, Consultant, Management Selection Division, PER, 4-12 Regent Street, London. SW1Y 4PP.

PHILIP MORRIS ENGINEERING SERVICES

London 01 930 3484 | Bristol 0272 277217 | Leicester 0533 551418 | Woking 04862 20003 | Edinburgh 031 225 2736 | Sheffield 0742 704588

All posts are open to men & women.

PER MANAGEMENT SELECTION

Ferranti Scottish Group

Airborne Displays Systems

Ferranti in Scotland has a fine reputation for electronics engineering excellence and the ability to fulfil its potential through rapid, sustained growth.

Our new Airborne Displays Group shows why. We have moved into a complementary area to our traditional specialisation and already taken orders from all around the world.

This expansion and establishment as a separate business unit within the group has created new and challenging positions for the following professionals:

Head of Head up Displays

The prime objective of this post will be to create a successful product, through technical skill, effective control of resources and initiative.

Day to day this will involve financial forecasting, analysis of marketing information, monitoring current contracts including customer liaison and the formation and supervision of project teams.

Extensive expertise is required for this post, which is based in Edinburgh but involves worldwide travel. The successful candidate will most probably have a degree in an engineering subject with more than three years experience in a design function.

Candidates, probably employed at present at a junior manager level in a head up displays or aircraft navigation and displays systems department, will be aged between 30 and 40. In addition, proven leadership and management qualities are required ideally combined with a sound knowledge of financial functions.

In reply please quote reference number HUD/1/DT.

Senior Maintainability Engineer

This professional will play a vital role in shaping customer attitudes by ensuring maintainability is built-in to the groups' products.

Day to day activities will include defining test equipment, collecting design data, setting up of testing methods, and liaising with production departments to ensure smooth transition into manufacturing of maintainability features.

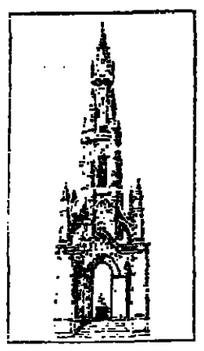
Candidates will probably be currently employed in the RAF, Ministry of Defence or industry with a leading company in military avionic systems development and manufacture.

An HNC, HND or BSc in electrical or electronic engineering, or HM Forces equivalent is essential. Around 10 years minimum wide ranging experience of aircraft systems test procedures and methods, especially relating to cockpit displays, is vital. Ideally aged between 30 and 48, candidates must be committed, energetic, analytical and meticulous. A knowledge of Spanish would be an asset.

In reply please quote reference number SME/2/DT.

Salaries in both instances are extremely competitive and benefits include a very generous relocation package, available to those who currently reside over 20 miles from our Edinburgh sites.

Comprehensive applications, in writing only please, quoting appropriate reference number to:- Mrs J McQugh, Recruitment Manager, Ferranti plc, Crewe Toll, Ferry Road, Edinburgh EH5 2XS.



FERRANTI
Selling technology

Dow is the world's fifth largest chemical company. In Europe, the Company employs 12,000 people, with 60 sales offices, 20 manufacturing sites, and has a sales turnover in excess of £3 billion a year. Dow produces the raw materials upon which virtually every known modern industry you can name depends in some way. So Industrial Sales with Dow is one of the most exciting and challenging environments you can hope to find. For those who have the talent and technical background, the opportunities and personal rewards are outstanding.

We're looking for really bright graduates, with a couple of years' industrial experience, who'd like to take up the challenge we're offering to join our sales organisation in a field sales role. Or you could start by spending a year or so in inside sales in one of our 3 UK Sales Offices, which will give you an understanding of our commercial organisation. In either role, you will receive the required training, both on-the-job and through specialised courses. In our small team environment, there's an unusual degree of scope for personal achievement, which you will find we're swift to recognise and reward.

Your long term aim may be to work abroad. Those who demonstrate sufficient ability can achieve this goal in Sales, Marketing or other functions.

Personality, of course, will play a key role in your development, and you will need to demonstrate drive and enthusiasm to make your mark. Knowledge of another European language is preferable. Salaries are highly competitive, geared to performance and are accompanied by excellent benefits, including pension scheme, medical insurance, accident insurance and relocation assistance where necessary.

THE RIGHT CHEMISTRY FOR A SALES CAREER WITH DOW

Please call TODAY or TOMORROW, or write for an application form to Mrs Diana M Helmer, Personnel Manager, Dow Chemical Company Limited, Meadowbank, Bath Road, Hounslow TW5 9QY. Telephone: 01-759 2600.

DOW*

* Trade mark of The Dow Chemical Company.

Tomorrow's oil and gas future starts today with Protech

Protech International (UK) Limited is part of a leading International Group of companies. We have recently introduced CAD and are continuing to expand our already impressive record of achievement in the fields of design engineering and project management of offshore and onshore installations for the production, treatment and transportation of oil and gas.

There are outstanding opportunities to work on a variety of differing assignments including conceptual and feasibility studies, preliminary design and major detailed engineering projects, together with post design services and assistance during construction and commissioning.

We now require additional key staff who have a minimum of 5 years' offshore experience in the following disciplines:-

STRUCTURAL
PROCESS
PIPING/PIPING MATERIALS
ELECTRICAL
QUALITY ASSURANCE

Applicants should be Chartered Engineers or possess a relevant degree. Our salary and benefits packages are impressive and will appeal to the highest level of candidates.

Applications should be made with c.v. to:

Mark Lanchester, Head of Personnel,
Protech International (UK) Limited,
Phoenix House,
The Green,
Southall,
Middlesex.
Tel: 01-574 8171.

Protech International

TERRITORY MANAGER

for

CLINICAL & LABORATORY INSTRUMENTS AND DIAGNOSTIC SALES

in

THE MIDDLE EAST

The successful applicant will be based in Athens and will travel 100-120 days per annum on the territory supervising his own staff of sales and service personnel as well as working with local agents.

For this senior position the applicant should have at least three years experience of a similar nature in the Middle East together with relevant technical experience. Expected age is 30-40.

This is a unique opportunity for the right candidate. Conditions of employment are excellent and salary will be commensurate with the seniority of the position.

In the first instance please telephone Mrs I. Noble at the address below for an application form:

LKB Instruments Ltd.,
222 Addington Road,
Selsdon, South Croydon,
Surrey CR2 8YD
Tel: 01-657 8822

LKB

SENIOR O & M ANALYST

City based – Overseas Travel

Salary circa £16,000

Standard Chartered, Britain's largest independent international bank, is seeking a high calibre organisation and methods specialist to join its expanding City based O & M team working on interesting United Kingdom and overseas projects.

Candidates should be in their early thirties and have received a formal training in O & M techniques. A minimum of six years' practical experience and a proven record of successful projects is looked for. A good working knowledge of domestic and international banking practices is essential. Experience of computerised systems, office automation and communications systems is desirable.

The selected analyst will be required to undertake and manage O & M surveys of branches, and major projects in respect of all aspects of the Bank's operations, and to organise the activities of junior analysts. An outgoing and confident personality will be of considerable advantage, and to be effective, a high level of written and oral communication will be required. The post offers challenging projects and provides opportunities for overseas travel of short duration together with excellent career prospects.

The post carries an attractive progressive salary, together with a substantial benefits package.

Please write, giving relevant personal data and career history to:
Peter Barnes, Recruitment Officer, UK Personnel Services,
Standard Chartered Bank PLC, 10 Clements Lane, London EC4N 7AB.

Standard Chartered

U.K. Sales Manager / Director Designate

Envelope/Stationery **West London**

Chas. Freeman (Agencies) Ltd.—part of the Chas. Freeman Group of Companies—are looking for a highly motivated person to take over the total U.K. sales of our very wide range of printed and plain envelopes mainly into the wholesale market. We are a forward looking Company with the intention of not only aiming for substantial growth in our envelope business but also, on a long-term basis, to expand the Division into other areas of the stationery market. The applicant should preferably be aged between 30 and 45 and have a working knowledge of the envelope and stationery business. For the right person promotion to Sales Director is a very real prospect. A salary well above average is being offered and an excellent Company car, together with the usual fringe benefits commensurate with this important appointment. Applications, either in writing or by telephone, should be made to Mr N. F. Freeman, Managing Director, Chas. Freeman Group Ltd., Unit 4, Great West Trading Estate, 971 Great West Road, Brentford, Middx. TW8 9DN. Telephone 01-568 6451.

CAREER OPPORTUNITIES

Undoubtedly they will be no easier to find this year than they were last. But whether it's a change of career direction, or a straightforward job research we can provide an effective and individual service. Wide coverage of both the advertised and unadvertised markets, ensures both better quality appointments, and substantially reduced search time.
For a free initial discussion contact:

Mainland Executive Services

MAIDENHEAD 0628-34281 GUILDFORD 0483-503555
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Marketing Professionals

Medical Equipment
£ negotiable + car

Shandon Southern Products is a young, vigorous company engaged in the design and manufacture of medical laboratory equipment.

To reinforce their marketing operation and increase market penetration they now require additional Product Managers. In your 20's or early 30's and well educated, you should have proven marketing skills – ideally in a "blue chip" company where your training will have covered market research/analysis, advertising and profit accountability.

Specific experience in Histology, Cytology, Biochemistry or Microbiology in a clinical capacity would be advantageous, although classic marketing flair allied to knowledge of life sciences is the paramount requirement.

An attractive salary plus car and benefits package is offered and there is excellent scope for career development in this £10 million turnover expanding company.

Replies will be forwarded directly to our client, please write with c.v. and salary details, quoting reference 202 on the envelope to: March Personnel Services, 33 King Street, Manchester. M2 6AA

MARCH
PERSONNEL SERVICES

CHIEF PRODUCTION ENGINEER

CompAir Holman, a name synonymous with engineering excellence in Cornwall for nearly 200 years, is seeking a Chief Production Engineer to assist production management generate productivity improvement following a recent multi-million-pound investment in manufacturing facilities.

The successful applicant will be an "Action" man or woman, a graduate engineer aged 32-45, able to demonstrate a wide range of practical production engineering experience in NC/CNC machining environments and also in sheet metal, fabrication and mechanical assembly activities.

As a member of a major international group, we can offer a competitive salary and benefits package, including, where appropriate, relocation assistance to this beautiful part of the country. Good prospects for career progression in the company and the group await the person making a success of the present challenge.

Applications with full c.v., showing career and salary progression to date, should be sent to: Martin F. Gee, Director of Personnel, CompAir Holman Ltd, Camborne, Cornwall TR14 8DS.

CompAir
Leaders in air power

هكذا من الأصل

ENGINEERING EXCELLENCE

Air Products Ltd. is currently experiencing an impressive expansion programme and we are looking for several top flight engineers and designers to join our Engineering division.

As an American multi-national corporation with an annual turnover exceeding $17 billion, we are one of the world's leading suppliers of industrial gases and equipment employing over 3,000 people in Europe and 20,000 worldwide.

To join us at our European Management Centre in Surrey, you will need to be in your late 20's, or early 30's and have had good previous experience in the petro-chemical, industrial gas or allied industries.

CHIEF COMMISSIONING ENGINEER

You will be responsible for the commissioning of all Process Plant and Equipment designed and manufactured by the Group. Preparation of commissioning programmes and plant instruction manuals, selection and supervision of multi disciplined teams of specialists for site assignments. Qualified to degree level or equivalent with a minimum of 10 years design, operating and commissioning experience. Valid driving licence and passport and willing to travel in the UK and overseas.

COMMISSIONING ENGINEER

Responsible for the commissioning of Process Plant and Equipment on site, you will supervise teams of specialists from successful completion of plant performance tests through to the plant handover stage. Qualified to at least HNC standard or equivalent with a minimum of 5 years operating and commissioning experience. Valid driving licence and passport and willing to travel EXTENSIVELY in the UK and overseas.

MACHINERY ENGINEER

Minimum of 5 years experience of the specification, selection and engineering of machinery and mechanical equipment packages. Sound knowledge of all types of compressors, their associated ancillary equipment and some site experience essential. Qualified to degree level with a commercial awareness and ability to communicate effectively with vendors. Knowledge of acoustic engineering an advantage.

PRESSURE VESSEL ENGINEER

Thorough knowledge of British and American pressure vessel design codes and stress analysis techniques essential and an innovative approach to design and problem solving. Qualified to degree level with a minimum of 5 years experience.

SENIOR PROCESS ENGINEER

To carry out chemical engineering calculations for process cycle and equipment designs in accordance with specified methods and produce specifications for proposal estimates and for project designs to the tight time schedules characterised in our business. Degree qualified with a minimum of 8 years experience.

SENIOR PROPOSALS ENGINEER

Qualified to degree level as a Chemical Engineer to join the Economic Evaluation department working on proposals. Flair for technical and commercial writing and innovative approach to sales presentations and customer contact.

SENIOR PIPING DESIGNER
SENIOR CIVIL DESIGNER

Qualified to HNC/HND level or equivalent with a minimum of 8 years experience in the contracting industry including 2 years at supervisory level. CAD experience useful.

Our demands are justifiably high, but if you can match them, Air Products can offer you a commensurate package, an unrivalled technical challenge, genuine career prospects and excellent benefits, including relocation if appropriate.

If you think you fit the bill please write to me Pip Grealish, enclosing full career history at Air Products Limited, Hersham Place, Molesey Road, Walton-on-Thames, Surrey KT12 4RZ. Tel: 0932-249200.

AIR PRODUCTS

SEMICONDUCTORS

As a leading manufacturer of semiconductors with a worldwide turnover in excess of $1 billion, our client is set to embark upon an aggressive drive into the UK market place. Our immediate requirement is for exceptional Sales and Applications Engineers to drive the company forward into this key expansion phase.

Senior Sales Engineer (Northern England)
£18k Basic + Car

To assume responsibility for major account sales throughout the North of England. Ideal candidates will have a proven sales track record within the semiconductor market. The minimum qualification of HNC/Degree is preferred.

Applications Engineering Manager
Executive Salary + Car

Heading the application support function—the ideal candidate will have extensive knowledge of BI-POLAR, MOS/LSI and CMOS products with familiarity of microprocessors and semicustom products at engineering level. Knowledge of quality assurance would be advantageous. A degree/MSc in electronics is preferable.

Sales Engineers (Southern England)
£15k Basic + Car

Ideally candidates will be experienced in semiconductor sales, although young Internal Sales Engineers wishing to pursue a Field Sales career would be considered. The minimum qualification of HNC/Degree is preferred.

Internal Sales Engineer
£8k Basic

This position would suit a young, enthusiastic engineer wishing to develop in a commercial field with opportunities to eventually move into field sales or marketing. Ideal applicants will be qualified to at least HNC standard.

The company offers excellent basic salaries/remuneration packages together with exceptional planned career progression.

Contact IAN HENDERSON on LUTON (0582) 450054 up until 9.30 pm. Absolute Confidentiality Guaranteed.

TJ15

TECHNICAL RECRUITMENT LTD
3/5 George Street West, Luton LU1 2BJ (0582) 450054

Sales Professionals
London c£20k+prestige car

Successful products . . . superb financial rewards . . . excellent marketing support and exceptional prospects of early promotion into management. How many companies can offer so much at the beginning of 1985?

Our client is a major company in the office equipment sector, known and respected for service and quality.

New launches – especially in the high-tech market – are occurring constantly. Add to this a long term philosophy of growth and expansion and it's not hard to see why fresh talent is urgently needed.

We want to meet ambitious sales professionals, ideally aged 25-35 . . . with good experience in capital equipment. We're also looking for persistence, integrity and above average communication skills.

For the right people, there are genuinely outstanding opportunities in a company where performance and career progression go hand-in-hand. As well as a sound basic salary there is unlimited commission potential and a prestige car completes the package.

If you've got what it takes to get to the top – fast – contact Louise Marriage TODAY on 0734 509151 (ansaphone outside office hours).

Kirby Professional Recruitment Limited, 24-26 Queens Road, Reading, Berks RG1 4AU.

Straight line to management

Kirby Professional
SUCCESS THROUGH RESULTS

Medical Sales Careers
TOP PROFESSIONALS NEED TOP PROFESSIONALS

GRADUATES NURSES MEDICAL REPS.

Selling ethical drugs to the medical profession is not the easiest job in the world, it is intellectually demanding and highly competitive. Success however brings first class rewards in both career and financial terms and that success is directly dependent on individual effort.

Trainee and experienced Medical Representatives are required by a top pharmaceutical company in the territories listed below:

GLASGOW
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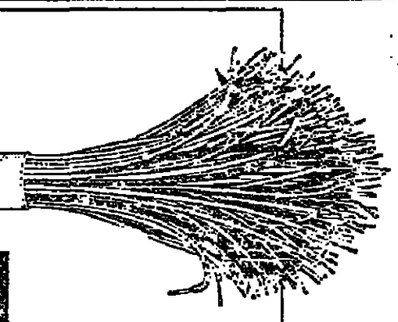
PRESTON
BRADFORD
S.W. LONDON
WOLVERHAMPTON
OXFORD/SWINDON
HEREFORD/WORCESTER
DORSET/HANTS
DUBLIN
CENTRAL/E. LONDON–HOSPITALS
AVON/S. WEST–HOSPITALS
MIDLANDS/S. WALES–HOSPITALS

If you are an experienced representative then we want to hear from you.
Trainees should be life science graduates or come from a paramedical background and have qualities of personality and determination which will enable them to succeed in this career.
For an early interview telephone us now on 01-222 6334/1547 (24 hours).

Ross Warren Recruitment

THE LRS-100...



UNPARALLELED IN AUTOMATIC TESTING

Northern Telecom is a leader in telecommunications technology. The largest producer of fully digital switching and transmission systems in the world, our products are used in more than 90 countries.

The LRS-100 line testing system represents one of our most ambitious and exciting advances. A network of state-of-the-art measurement equipment controlled by a central computer, it takes automatic line testing into the next generation by providing a fully integrated automatic testing and fault analysis facility, including nightly analysis.

These are senior positions within our new operation, based in Maidenhead. The LRS-100's planned development throughout the UK presents excellent opportunities for technical and career progression.

In building highly effective teams, we are particularly looking for a background in line testing, ideally involving DEC equipment.

TECHNICAL SUPPORT MANAGER
An influential role with full responsibility for a specialist team involved in all aspects of the LRS-100's support, from commissioning and test to post-sales activity. A degree-level qualification in electrical/electronics engineering or equivalent must be supported by sound experience of public telephone exchanges and computer systems.

PROJECT ENGINEERS
Working throughout the UK, you will liaise with our customer: manage and co-ordinate the installation and commissioning, and provide acceptance testing of the LRS-100s. Calling for at least three years' experience of managing a computer-based project, your knowledge of project planning and scheduling must include PERT and CPM. A background in telephone networks and telephone repair is ideal.

CUSTOMER SUPPORT ENGINEER
You will be involved in all aspects of the support and maintenance of LRS systems, travelling throughout the UK. Your experience will include three years' computer-based systems support and preferably a background in telephone repair operation and exchange maintenance.

APPLICATIONS ENGINEER
This is a wide ranging role covering pre-installation engineering, dimensioning and preparation of installation documentation. To succeed you will need sound experience of provisioning systems and telephone exchange and inter-exchange trunking. A working understanding of interfacing between test circuits and data circuits would be particularly advantageous.

PRODUCT MANAGER
In managing the development of the LRS-100 as a first choice subscriber product, tasks will span defining overall strategy, identifying new feature/product opportunities and liaising frequently with both customer and our design managers. Industrial marketing experience, preferably from a repair services environment, must be supported by a working knowledge of telephone network operation and software development.

COMMERCIAL ADMINISTRATOR
All commercial aspects of administration will be under your control including quotation preparation, order processing and contract tracking. This will involve liaising with our customer's contract personnel, working closely with our sales and applications engineering teams. Computer-based quotations and contracts experience is essential, and knowledge of telephone network operation is desirable.

We are also keen to hear from Commissioning Engineers with main exchange experience

Northern Telecom operates a comprehensive salary plan which rewards and recognises an individual contribution to the company. The negotiable salaries are highly attractive, full training will be provided (in some cases in North America), and an extensive benefits package includes generous assistance with relocation costs.

To apply please telephone or send your CV to Colin Luker, Recruitment Manager, Northern Telecom plc, Langton House, Market Street, Maidenhead, Berkshire SL6 8BE. Telephone Maidenhead (0628) 35031.

northern telecom

WLG Williams Lea Group

Sales Managers & Executives
London and Home Counties

The Williams Lea Group is one of the largest privately owned printing groups in the country. Its member companies together provide a comprehensive response to the print needs of the City and industry ranging from annual reports and promotional material to business forms and high security plastic cards. Each company can draw upon the design expertise of WLG Creative Services.

Williams Lea & Company has the advanced technology and experience to provide a confidential service to the international and domestic corporate finance markets.

Williams Lea Offset meets customers' needs for short, rapid print runs.

Perivan are specialists in producing quality promotional print for major financial, consumer and industrial organisations.

Multisets designs, originates and prints computer forms, cheques and other security documents and offers a full range of computer supplies.

Dolphin Press, a market leader in the printing of self-adhesive roll labels, is now expanding its sales of litho-printed sheet synthetic materials.

Guardian Cards Systems is establishing its place in the market for credit and identification cards.

Each Group company is now strengthening its sales team to meet planned growth targets. There are opportunities to join the Group at a number of levels:

Sales Managers leading a specialist team in defined market sectors within the City and industry.

Experienced Sales Executives opening and servicing a portfolio of customers.

Junior sales staff building the foundation for a varied career within the Group.

If you have a flair for selling and, preferably, a good knowledge of print or of the City, we would like to hear from you. The Group offers an excellent remuneration package, tailored to suit your position and experience. It includes a contributory pension scheme, a car and, where appropriate, relocation expenses. Write with full personal and career details to:

Bill Penney, Group Personnel Manager,
Williams Lea Group, 234-248 Old Street, London EC1V 9DD
or *telephone* him on 01-251 2321 tomorrow or on Monday next.

CHIEF ENGINEER
Near Chester

Our Client is part of a substantial multi-national organisation and employs 800 people in a continuous process plant. Considerable new investment is being undertaken and the Company is expanding in new product areas. This necessitates changes both in the way people work and in the way the plant is operated.

The task is to provide a complete engineering service to meet statutory, process and production requirements through a department of 100 people covering mechanical and electrical engineering. This involves planning capital expenditure and introducing improvements to plant and technology in all areas to increase efficiency and quality and to reduce cost. This is a demanding senior post requiring considerable man-management skills, with proven ability in the sphere of industrial relations.

An attractive salary and benefits package will be negotiated and will be commensurate with the standing of a large manufacturing organisation. Suitable candidates will be those earning not less than £16,000 in their present position.

We are therefore seeking a Chartered Engineer aged 35-40 with a background of managing change in a continuous process environment and previous experience at head of department level controlling a substantial budget.

Please write to Michael A Hinds (quoting Ref: 412) showing how you meet our requirements and giving details of your current earnings.

Ashley Recruitment
ASHLEY HOUSE, ASHLEY ROAD, ALTRINCHAM, CHESHIRE WA14 2DW.

BBC

A CAREER IN BROADCAST ENGINEERING
Transmitter Capital Projects
Central London

Internationally, the BBC has always maintained an enviable reputation for high quality programme making and innovation in broadcast engineering. It is able to offer exciting challenges to young well qualified engineers.

Duties:
As a member of a team of engineers you will be involved in designing, building and commissioning a.m. radio stations ranging from m.f. local radio at 200 watts to large scale h.f. installations of several megawatts.

We Offer:
- Good career prospects.
- High level of job satisfaction with scope for personal initiative.
- 25 days leave per annum + public holidays.
- Salaries in the range of £10,179 to £12,892 (review April '85).
- Generous pension scheme.
- Excellent welfare and club facilities.
- Opportunity to work at sites in the UK and Abroad.
- Relocation expenses for householders.

You Will Have:
- A good technical knowledge of audio and r.f. equipment.
- A degree or equivalent in electronics or electrical engineering.
- The ability to communicate and work with others.

Further Details:
Can be obtained by contacting Malcolm Green on 01-927 4144

or, Apply Directly:
for an application form to the Engineering Recruitment Officer, BBC, P.O. Box 2BL, London W1A 2BL quoting reference: 84.E4131/DT.

We are an equal opportunities employer.

Operations Director Packaging

Corrugated Products Limited is a highly successful independent company which manufactures an exciting range of corrugated display packaging and bag-in-box systems to market sectors with rapid growth potential.

As part of our corporate strategy for further expansion and diversification of our activities we are seeking a top executive, who can demonstrate a record of management achievement in our industry, to:

- Provide direction to the company's efforts in product development and the installation or acquisition of new manufacturing facilities
- Reinforce our reputation for high quality products and customer service through technical innovation in our manufacturing processes
- Plan and implement a programme of cost reduction based on improvements in materials utilization and development, manufacturing efficiency, value engineering, and distribution

The successful candidate will have an effective combination of flair, practical experience and engineering skills, and will probably have industrial relations experience and be in his or her early forties. The capability to contribute quickly, and the confidence and authority to lead a highly motivated and energetic management team are essential qualities.

This key post, which will lead to a Board appointment within a year, commands a correspondingly high remuneration package comprising a basic salary well in excess of £20,000, plus incentives, executive car, generous relocation costs to Rugby and the fringe benefits associated with a top management position in a substantial organisation.

Applications, which will be treated in confidence, should include full details pertinent to the above requirements, and should be addressed to: The Managing Director, Corrugated Products Limited, Butlers Leap, Clifton Road, Rugby, Warks.

Corrugated Products

PRODUCTION ENGINEERING MANAGER

A KEY ROLE IN ELECTRONICS MANUFACTURE FOR THE FUTURE

Herts **Salary Negotiable**

Our client, a lively subsidiary of a Billion Pound group, a world leader in the design and manufacture of highly advanced electronic equipment has an outstanding record of sustained growth.

To further this expansion and maintain its presence at the forefront of technology our client is now seeking an innovative production engineering specialist to head up a function of around 40 staff, at one of its major sites, and lead the initiative in the introduction of new production techniques and the implementation of a major capital investment programme.

Candidates must be able to demonstrate the ability to develop further to general or corporate management level and it is unlikely that those aged below 30 or above 40 will have both the experience and future potential sought for this key position. They will also be able to demonstrate successful achievement in such areas as CAD/CAM, surface mounted technology, automated PCB assembly and test, and flexible manufacturing systems in a batch production environment.

To discuss your background and future career possibilities, please call David Carter on (0494) 25128 or write to him in strictest confidence quoting ref: 1110/DT.

DA David Anthony (Management Selection) Ltd
23 Easton Street, High Wycombe, Bucks HP11 1NU.

SALES PROFESSIONALS

Cellular communications is set to revolutionise the working lives of thousands of key decision makers. When you think how important effective communications are in today's fast moving commercial environment and consider how many people spend large parts of their day outside the office, clearly mobile communications has a market of enormous potential.

This month will see the launch of the sophisticated technology of cellular radio. This will be so superior to existing car telephones that, by the end of the decade, a market of over £500 million will have been established.

An untapped market of £500 million–

With some of the most prestigious names in the City investing in this company, our client plans to launch their range of products initially in the London area and rapidly followed by the rest of the UK.

They are looking now for a small number of high calibre sales professionals to help them establish a prominent market position. People who, with the experience of at least six years in the office automation, telecomms or computer fields, will recognise the enormous scope of this greenfield situation. Individuals who're looking for a groundfloor opportunity and have the ability and incentive to participate in this exciting new business.

Prospects, naturally, are outstanding, and the income for the successful men or women will be close to £30,000. Our client is offering an extremely generous package overall including a car and relocation assistance where required. But to earn it, you really will have to show us the power and persuasiveness of your selling ability.

what are you waiting for?

So, for the opportunity to tap a market of £500 million, contact us right now. Either telephone Andrew Wilkinson at Moxon Dolphin & Kerby Ltd., 178-202 Great Portland St., London W1N 5TB (tel. 01-631 4411), for a confidential discussion or, alternatively, send him a comprehensive CV, quoting reference number 2519.

MOXON DOLPHIN & KERBY LTD
EXECUTIVE SEARCH & SELECTION

Regional Sales Manager

Birmingham Area **Excellent Salary and Benefits Package**

Ambitious diversification within Bekaert, a highly successful multi-million pound international group of companies, has given rise to the formation of a company, Computer Identics, to enter into the field of Barcode Scanners, Decoders, Data Collection and Control Systems for a wide range of industrial applications. Expansion into the U.K. market creates the need for an outstanding sales orientated engineer capable of starting and developing business from scratch.

Reporting to the International Sales Manager based in Belgium, you will have full responsibility for the U.K. market. This will cover a wide range of sales activities from direct selling and negotiating at board level to creation and motivation of a distributor network. Self motivation and entrepreneurial ability coupled with the drive and interpersonal skills to ensure the success of this new role are, of course, essential.

Educated to degree level in an engineering based subject, you will have had several years' experience of sales of electronic hardware and software products to OEM's and through distributors.

Like the challenge, the rewards are high and, in addition to an excellent salary, you will be provided with a company car and will receive a benefits package of the type associated with a large multinational company.

Applicants, male or female, who feel they have the requisite skills, experience and qualities should apply with full career details to Stephen Jackson, Mercuri Urval Limited, 1 College Road, Harrow, Middlesex HA1 1YZ, quoting reference no. 501.

Mercuri Urval

TECHNICAL MANAGER

A long-established manufacturer of textile machinery wishes to appoint a Technical Manager to be responsible for product design development in terms of diversification and quality control activities. Candidates should preferably be graduates with experience in capital equipment in process industries, the associated equipment such as automated control systems and micro-electronics and related recent developments.

Ability to manage the drawing office and development staff must be demonstrated. This is a senior appointment reporting to the Managing Director.

Desirable age range 35-45. Salary by negotiation.

Please write, enclosing detailed C.V., and reasons why you should be considered for this appointment, to:

Mr. J. M. Porritt,
Managing Director,
William Tatham Ltd.
Belfield Works,
Kenworthy Street,
Rochdale

SYSTEMS MANAGER

c. £20,000 plus car

Hertz Car Leasing, a specialist organisation within Hertz Europe, has recently embarked on an ambitious growth plan. Through new commercial strategies we expect a substantially increased market share.

Innovative systems will be fundamental to the success of the division, as will the maintenance of a high level of user support, which is why we are establishing an in-house systems development group.

Based at Hertz Europe's Management Systems and Services Centre in Hounslow, the initial task of the group will be to define and implement the systems needed to meet the demands of operating divisions in the UK, Holland and Italy.

The Systems Manager, reporting directly to the Director, Management Services for Hertz Europe, will, as head of a small team, initiate a substantially new development direction involving decision support and DP systems, and assume responsibility for existing systems support in a minicomputer environment. The role will involve you in formulating a new systems strategy and in selecting the development and computer tools required for its implementation.

Experience should include non-procedural as well as high level languages and database products in a minicomputer/microcomputer environment, with a knowledge of Hewlett Packard 3000 series or Texas Instruments 990 minis a distinct advantage.

The successful candidate will probably be a graduate, or professionally qualified, in the age range 30-40. He or she will be able to demonstrate significant experience of leading skilled, multi-disciplinary staff, and will possess above average communications skills, both oral and written.

The usual large company benefits will apply and opportunities will arise for travel to Europe and the USA.

Please write, with full details, to: Rita Hales, Personnel Manager, Hertz Europe Limited, Hertz House, 700 Bath Road, Cranford, Middlesex, TW5 9TW. Telephone: 01-759 2244.

Hertz

Plant Engineer

Steetley Refractories Limited has a vacancy at its Thrislington Works, West Cornforth, for a Plant Engineer—Kilns, who will be responsible to the Works Engineer for the safe and cost-effective maintenance of all static mechanical and civil plant associated with three rotary kilns.

Applicants should have a degree or HNC in Mechanical Engineering and will probably be in the age range of 25-35. They should have experience of maintenance of heavy engineering processing plant, as well as management or supervisory experience in a maintenance engineering role, including the organisation and deployment of craftsmen of varied skills. Alternatively, they must be able to demonstrate management potential and leadership ability.

Salary will reflect qualifications and experience. Benefits include BUPA, contributory pension scheme with free life assurance, lunch allowance, as well as career development opportunities.

Please write or telephone for an application form to: Mr. D. Beattie, Personnel Manager—Magnesia Materials Division, Steetley Refractories Limited, Steetley Works, Worksop, Notts. S80 3EA. Tel: Worksop (0909) 473456.

STEETLEY
Steetley Refractories Limited

REGIONAL SALES MANAGER
Midlands
01-675 4927

PROJECT SALES EXECUTIVE
Northern Home Counties or West Midlands
01-675 5135

We are a leading international company in industrial and commercial storage and racking systems and the sales strategy involves analysing and advising Clients on appropriate solutions.
If you have sales experience and preferably knowledge and/or qualification in mechanical engineering or handling, would you please dial the number above relevant to the post you seek and hear full details.

JUST LISTEN, ANYTIME DAY OR NIGHT. YOU DO NOT NEED TO SPEAK.

JOB HUNTING?

END OF CONTRACT? NEED A NEW POST? AT HOME: CONTINENTAL OR OVERSEAS?
We are able to assist as we are constantly requiring professionally qualified Engineers, all disciplines, to fill a variety of largely unadvertised positions.
Ring or write: Peter Josey of Brimham Associates, 8 High Street, Leatherhead, Surrey KT22 8AN. Telephone: 0372 372361. (Agency)

FURTHER ANNOUNCEMENTS APPEAR TODAY ON PAGES 24, 25, 26, 27, 28, 29, 30 & 31

SITUATIONS VACANT

RUN-ON (minimum setting) and SEMI-DISPLAYED with lines of white space, indents or double-line capitals £7·50 per line. White space is charged per line taken, in addition to the text.

DISPLAYED (inside a box rule, with large type and blocks — £34 per single column centimetre. Minimum 3 single column centimetres. Do not appear under a classified heading.

GENERAL

KEBLE COLLEGE, OXFORD

BURSARSHIP

The College intends to appoint to the full-time permanent post of Bursar during the course of 1985. The Bursar, an official Fellow and member of the Governing Body, will have overall responsibility for domestic and financial affairs.

Applicants, who will be expected to have experience of administration, staff-management, and finance, should write to the Warden, Keble College, Oxford, X1 3PG, for further particulars. Applications, including a curriculum vitae and the names of three referees, should be submitted to the Warden not later than 1 March 1985. The successful candidate is likely to be in the age range 35-55.

C.V. SERVICE—top quality results (0905) 641124 24hrs.

DRAUGHTSPERSON for land survey company, SE20. Must have previous draughting and Leroy experience. Computing experience — advantage. Age 18-50. Phone 01-778 2863.

ESTIMATOR

Start off 1985 with Four Seasons Roofing. We are a well-established and rapidly expanding industrial roofing company and are seeking an experienced estimator to work in our new offices in Sutton, Surrey.

If you have the experience and want responsibility with a secure and worthwhile career we will reward the right person with an attractive salary and positive fringe benefits.

Phone or apply in writing complete with C.V. to I. C. Selley, Four Seasons Roofing Southern Ltd., Four Seasons Crescent, Kempton Industrial Estate, Kempton Road, Sutton, Surrey. Tel. 01-641 5400.

IN DIFFICULTY?

Allow our unique career guidance course to help you (Free to unemployed adults living near Croydon.) Tel. 01-654 0808.

INSURANCE

To get a FREE LIST of INS. VACANCIES (General or Life). Tel.: Chase Personnel Agency. 01-588 6615

LIST BROKER

required for busy list management company, based in South East London.

The successful applicant will have specialist proven experience in list sourcing, broking, list management and the ability to react to any challenge of the direct mail medium.

Opportunities for advancement exist with our company, backed by the country's fastest growing mailing house.

This is an existing opportunity, offering an attractive remunerative package for the right applicant.

Contact: Graeme Jenner on 01-691 8821 or apply in writing in full confidence, S.R. List Management, S.R. House, Blackhorse Rd, London, SE8 5JH.

MATERIALS CO-ORDINATOR

D.D.D. Ltd., is a successful and expanding private company employing 150 people manufacturing and marketing proprietory medicines and toiletries with a substantial export business. Further activities are in the fields of contract manufacturing and distribution of other companies products through chemist and drugstore outlets.

We wish to recruit a materials co-ordinator for our contract filling operations. This is a new position reporting to materials manager in the production administration office. You would be responsible for ensuring component availability to achieve contract filling production demands including liaison between our contract customers and production planning. Applicants must have had previous experience in a busy production office and be able to respond to the pressures and complexities of rapidly changing demands.

We do not envisage that applicants under the age of 24 years will have had the relevant experience required for this position. Applications with C.V. and salary details to Mrs V. E. King, Personnel Officer, D.D.D. Ltd., 94, Rickmansworth Road, Watford Herts WD1 7JJ.

MAX FACTOR & CO. (U.K.) LTD.

TWO GRADUATE CHEMISTS
One for Senior Analyst position
One for Developmental Chemist position.

Max Factor is a leading cosmetics company based in Bournemouth. We wish to appoint two graduate chemists in the research and development laboratory.

The Senior Analyst will have primary responsibility for sampling, while the development Chemist will be involved in the product development of major cosmetic brands, and product evaluation.

Applicants must have a degree in chemistry or related subject area. Experience in a related industry, whilst an advantage, would not be essential.

The positions carry a competitive salary with a contributory pension scheme, 4 weeks' annual leave (rising to 5 weeks) and other benefits.

Applications should be made by letter enclosing a brief C.V. to:
Mrs D. Foster, Personnel Officer, Max Factor & Co (U.K.) Ltd., Francis Avenue, Bournemouth. BH11 8NZ.

NEW YEAR! NEW CAREER!

START the New Year with a clear sense of purpose and direction! Expert Career Guidance for all ages. Free brochure: CAREER ANALYSTS, 90 Gloucester Pl, London, W1. 01-935 5452 (6 lines 24 hrs.).

OFF-LICENCE MANAGEMENT

Augustus Barnett is looking for men and women, aged 25-45, with retailing experience to become Off-Licence Managers. An out-going personality, enthusiasm, a sound head for figures and good organising ability are the qualities you'll need. Full professional training will be given and you'll be offered a generous salary and benefits package which will include an incentive bonus scheme. To find out more about these opportunities, in the Greater London and Home Counties area, please write to: Lesley Everett, Bass Off Licences (Southern) Limited, North Woolwich Road, London E16 2BN.

GRADUATE SALES OPPORTUNITY

SALES PLANNING ASSISTANT

Sunbury-on-Thames

CC Soft Drinks is a subsidiary of The Coca-Cola Company: a progressive, dynamic organisation totally committed to growth. The brand portfolio includes Coca-Cola, Diet Coke, Quatro and Club.

An opportunity now exists for a resourceful, enthusiastic person to provide assistance in our busy sales operations department. Initial duties will include collating sales data and maintaining records. The main role, however, will be undertaking special projects within the overall sales department, presenting results and subsequent recommendations to senior sales management. The successful applicant will, therefore, gain a thorough insight into the elements determining the success of a sales operation and, indeed, the success of the whole company.

Career prospects for the right candidate are excellent, with early further development envisaged within the sales function.

Preferably educated to degree or HND level in Economics or Business Studies, you should be numerate and articulate with the first-class communications skills needed to liaise at all levels. Drive, mobility and commitment will be essential.

This is the first step on a clearly defined career path, ultimately leading to sales management. An attractive salary will be supported by generous benefits. Applicants wishing to apply should enclose a copy of their CV and support their application by submitting a synopsis of no more than 1,000 words on the following topic.

"Discuss the importance of departmental interactions, with specific reference to the sales department; to the overall performance of an organisation operating within the FMCG market."

Applications should be sent to Pauline Garrett, Personnel Assistant, CC Soft Drinks, Club House, Hanworth Road, Sunbury-on-Thames, Middlesex TW16 5DF, to arrive by Monday, 28th January, 1985, at the latest.

SUMMER JOBS ABROAD

Energetic, practically-minded young people required to work in 1985 on European campsites as representatives for the U.K.'s leading camping and caravanning company. Full or half season. Applications from couples, or from candidates available from March/April particularly welcome. Knowledge of one major European language usually required.

For application form please write to: Couriers, Dept DT2, Eurocamp Travel Ltd., Edmundson House, Tatton Street, Knutsford, Cheshire WA16 6BG.

EUROCAMP

SUPERDRUG QUALITY CONTROL OFFICER

To be responsible for setting up and running in-house Quality Control Department.

Must have experience in the toiletry/cosmetic industries.

Salary circa £11,000 + usual benefits.

Apply in writing giving full personal details to:

Mr R. Harris, Superdrug Stores PLC, 40, Beddington Lane, Croydon, Surrey.

TRAINEE FINANCIAL CONSULTANTS

Central London c £12,000 plus

We are a major insurance company, operating nationwide, offering a professional financial planning service and a full range of competitive insurance products. We currently seek 3 more individuals, age 25-35, to join a recently established Central London branch. Full training and support given plus clear career progression.

Experience in the industry not essential, but could be helpful. More important is the desire to build a challenging, satisfying and rewarding future with a company and people that are going places.

For further details, telephone Jim Croxton on 01-430 0142 (01-684 6059 out of office hours), or write to me at: Cannon Assurance Limited, 20/21, Tooks Court, London, EC4A 1LB.

TRAINEE BROKER

Due to expansion I am looking for three very ambitious people. They must be about 25-35 and will work within a leading West End brokerage earning above average income whilst training rising steeply. Tel. Linzy Sharpe on 01-629 8514.

TRAINING OFFICER to man GEC Avionics' well-established training department in Rochester, Kent, which serves a workforce of 5,300 predominantly technically qualified employees engaged in the design, development and manufacture of advanced electronic systems. The task here is to provide and develop company training for graduate engineers in preparation for their first engineering appointment. This will involve responsibility for recruitment, selection, briefing and the control of training and final trainee placement. Applicants should preferably hold a degree in a science-based discipline, ideally a branch of engineering, and have at least two years working experience. This need not be in a training capacity as comprehensive training will follow appointment which is viewed as the first step in a training or personnel management career. Particularly good applicants who do not meet these requirements exactly will also be carefully considered. Please write with full CV to John Ainley, GEC Avionics Limited, Airport Works, Maidstone Road, Rochester, Kent ME1 2XX. Telephone Medway (0634) 46999 (24 hour answering).

WANTED due to expansion 2 more Representatives for London and Home Counties to sell toy/art materials to schools in term time. Write to Spectrum Educational Supplies, Pixley St., London E14 7DF.

YOUNG GRADUATE

c. £8k, CHESSINGTON, SURREY

OUTSTANDING CAREER OPPORTUNITY

Ambitious graduate required to co-ordinate the purchase and supply of a range of porcelain, crystal, pewter and philatelic items for a fast growing direct response company. Some commercial experience would help, but main requirements are initiative, determination, intelligence and a strong desire for promotion. Write with c.v. to: Syd Henderson, MBI Inc. Cox Lane, Chessington, Surrey. KT9 1SE.

ACCOUNTANCY

Commerce/Industry/Profession

ACCOUNTANCY

A FREE VACANCY LIST
Richard Owen Associates Agy. Salaries to £18,000.
FREEPOST London EC2B 3AA.
TEL.: 01-588 8373

ACCOUNTANT

required by small city firm of

INTERNATIONAL INVESTMENT BROKERS

Must be conversant with all aspects of bookkeeping up to trial balance. Accuracy and reliability essential. Permanent position with much above average prospects. Remuneration £10k to £11k depending on experience. Apply with C.V. to A.R.14678, Daily Telegraph, E.C.4.

ACCOUNTANTS QUALIFIED AND PART QUALIFIED IMMEDIATE TEMPORARY ASSIGNMENTS

CALL NOW

Bishopsgate	01-283 3761
Chancery Lane	01-404 0174
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Ealing	01-567 5390
Fenchurch St.	01-488 2781
Ilford	01-478 0061
Kingston	01-549 0031
Lime St.	01-621 0733
Maidenhead	0628 35058
Moorgate	01-638 1021
Reading	0734 596677
Richmond	01-940 4483
Slough	0753 76677
Sutton	01-643 9422
Twickenham	01-891 3291
Victoria	01-828 2691
Wimbledon	01-947 6271
Windsor	07535 51447
Woking	04862 711445

REED ACCOUNTANCY

AMBITIOUS YOUNG ACCOUNTANT

c. £14,000

HIGH TECH MFG COMPANY WEST LONDON

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Continued on Page 23, Col. 1

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THE ARTS

MUSIC / The Stockhausen sound

STOCKHAUSEN has come of age. Or rather our relationship to his music has, at any rate to some of it. Such was the lingering effect throughout the first of six concerts presented by B B C Radio Three at the Barbican. Exclusively devoted to his music, the series is entitled "Music and Machines."

Only the night before, one had experienced the familiar frustration when in a film of Stockhausen's 1972 I C A lectures, the prophet of total serialisition and subsequently of indeterminacy illustrated his disregard of reality by insisting that, say, a Beethoven symphony would retain its identity if contracted to last just one second.

How delightful, then, to find Stockhausen in his live pre-concert introduction comparing himself to a hunter tracking down novel sounds.

And indeed, it was this flair for acoustic magic that enthralled the ear as soon as the B B C's Symphony Orchestra under Peter Eötvös embarked on 'Mixtur," composed in 1964 but heard here in the chamber version made three years later for 31 players. This live-electronic work, where what reaches the ear are the orchestral sounds merging with their electronic transformations, hence the title, prove, that Stockhausen was born into the right part of the century.

The fascination of these 20 short episodes or "Moments" resides in the colouristic inventiveness, precisely calculated and brilliantly realised on this occasion with the compser in control of the ultimate sound projection. It far surpassed in plasticity and subtlety what I remember from 1967 Darmstadt, though also attendance in the hall is of the essence, since both on the D G recording and on the tape I made of the live broadcast much of the acoustic character specific to this medium tends to get lost.

There followed the 1961 Klavierstuck X. Its 23 minutes were dazzlingly played by Bernhard Wambach, suitably equipped with mittens to protect the back of his hands, during the orgies of glissando in between the delicate poetic figurations. Quite often the cataracts of sound produced by many a violent elbow thrust are followed by rests of unprecedented duration, and it was hard to believe that the crowded hall should wait motionless throughout such silences.

Admittedly, the placing of microphones behind the piano lid—a new feature—served to prolong the pedalling effect throughout, though here again this proved less effective over the air when of, say, 30 seconds the last nine would transmit nothing audible. I only hope listeners were not deceived into switching off, as did thousands of them when the piece was first broadcast in this country without that resonance-prolonging device.

The concert ended with another performance of "Mixtur," but played in reverse order. Significantly, the experience was much the same, confirming that its sense resides in the sound, not in the sequence.

Peter Stadlen

Marini Trombone Ensemble

AFTER the novelty of Monday's solo trombone recital at the Wigmore Hall, there was more music for the slightly less unusual combination of four trombones at the Purcell Room on Tuesday night in the second pair of concerts of the Park Lane Group's annual Young Artists series.

Not all the pieces presented by the Manchester-based Marini Trombone Ensemble were of equal interest, but they had been well chosen to illustrate their versatility, the deftness and corporate precision of their playing, their seriousness and their humour.

A new soberly crafted, if rather protracted Sonata by Edward Gregson produced a neatly plotted variety of texture and nuance from its five contrasted and interleaved blocks of material. And if another new piece, "Incantations" by Michael Maxwell, was undistinguished in its ideas, it at least had the virtue of brevity. So too had a seven

The pianist Tuija Hakkila, seemed unwilling to go much farther than an overtly self-assured dexterity in music by Lutoslawski and Debussy and the Sonata of George Benjamin, composed in 1977-78 and a remarkably powerful, bigboned work for a composer who was then in his 18th year.

Until she unaccountably omitted its final page, the flautist Jadwiga Kotnowska conveyed a much more subtle, more refined sensitivity of response to the more familiar music of Benjamin's "Flight" for unaccompanied flute. Together with her pianist Barbara Halska, she also brought to the mixed Korean and Western modes of Isang Yun's "Garak" and to the controlled delirium of the Boulez Sonatina an instantly convincing elegance and virtuosity, and a distinction of expressive line that she eloquently carried through into the Ballade of Frank Martin.

Robert Henderson

THEATRE / Gateway to the Fringe

AH, those old intimate revues! Our fathers are always talking of the devastatingly smart little-theatre shows before the war, when Hermione Gingold was a girl and you only had to mention Beverley Nichols's name to win a reputation for wit.

To give an idea of what they were really like, Islington's King's Head is staging "Meet Me at the Gate," a nostalgic pot-pourri of songs from revues seen 50 years ago at the now vanished Gate Theatre, just off the Strand.

It may be said quietly that the best of such shows also include sketches, and dancing of a high standard. But in its modest way the present show tilts neatly at windmills whose sails are still turning. Tart social comment predated "Beyond the Fringe."

Diana Morgan, the best of the lyricists, has a deadly poison dart for the effeminate men who design clothes to make women look hideous. She discovers in her gushing "Kensington Girls," pre-war Sloane Rangers pathetically giggling about their forthcoming awful marriages.

Sardonically she notes Fleet Street's inane cult of youth, and can drop a sympathetic tear for the gin-sodden bar-fly of Chelsea, and the old women who tyrannise waiters in dying south-coast hotels. All these are still with us.

Lynda Bellingham, Diana Martin and Gaynor Sinclair bring freshness and charm to those old numbers. The biggest laughs are won by Robert Glenister's ditty about a yodelling goldfish, and for Graham Hoadly's skit on a languid ballet-dancer: "I do a dance with a bubbil/Which is really a big balloon."

But the material would justify calling the revue "Sweet and Sad." And the sadness becomes grisly when a war siren sounds for the coming of 1939, and the jesters quip about making rooms gas-proof. Playtime will not last very long.

They say television has killed the genre. I wonder. If New York can devise long-running shows of the kind, with songs no more pertinent or impertinent than these, London could surely do the same.

John Barber

Some of these reviews appeared in later editions yesterday.

Kathy Healy 15, the youngest principal dancer with London Festival Ballet as Louise in "The Nutcracker".

DANCE / Little Miss Sugar Plum

ICE SKATING and film acting are unorthodox early pursuits for a classical dancer but Katherine Healy, the little American ballerina who took the leading role in "The Nutcracker" with London Festival Ballet at the Festival Hall on Tuesday night, has already appeared with John Currie and with Mary Tyler Moore as well as being awarded a junior first class distinction at the Varna Ballet Concourse of 1983.

At 15 she is the youngest of the promising newcomers to the London scene—although fractionally older than Toumanova and Baronova were in the 1930s—and she looks it: petite, round-faced and snub-nosed, with an eager and occasionally touching freshness in her acting. Cheryl Liss had her work cut out to be convincing as the coltish younger sister of the story.

Healy's potential was most clearly visible in her Sugar Plum variation. She took the stage for it with a justified assurance and gave a delightfully accurate and well phrased account of its every inflection.

In the pas de deux she was less suited, although her feeling for the choreography and music was evident. Her arms and hands were often insufficiently controlled and she owed much to the considerate and helpful partnering of Patrick Armand.

Armand, a recent Festival recruit from Ballet Theatre Français of Nancy, has an exciting virtuoso command in his solos, giving them an enjoyable aroour and fluency.

Originally trained by Roland Petit, he is a further indication of the present formidable standard of French classicists. His rhythm and impulsion in sequences of leaps and turns were admirably sustained.

In the Spanish Dance, Lucia Truglia and Matz Skoog showed how a short, run-of-the-mill duet can be given distinction by the finesse and brilliance of its expressive artists. Craig Randolph had good bounce and elevation in the role of Fritz and Mary McKendry dominated the Snowflakes with a charmingly crystal-clear precision.

K. Sorley Walker

Mysteries of Pilobolus

EVER since its first visit to this country, the Pilobolus Dance Theatre from the United States has impressed by the fascinating mystery of the images it projects: but the current programme, which opened on Tuesday night at Sadler's Wells Theatre, goes far beyond any previous programme shown here.

"Bonsai" begins with four dancers arranging their bodies in such a way as to suggest one or more Japanese miniaturised trees; this seems an unlikely theme for choreography, but the arms of the dancers move with a strange beauty, somehow translating the tree-image into dance. Then their bodies create even stranger images, such as that of a big caterpillar moving across the stage: a caterpillar which is both grotesque and beautiful.

As in all the pieces, the choreography is collective, but Moses Pendleton is chiefly responsible; and the music by two Japanese composers Hisao Tanabe and Osamu Kitajima skilfully blends together ancient Noh sounds with modern rock music.

"What grows in Huygen's window" is very different. The four dancers wear big red hats hiding their faces, and very wide capes; under the capes they hold rods fitted with hands—just visible beyond the edge of the capes—and so they create figures with arms much longer than their legs and bodies. Their movements have a wild humour, and this humour reaches a climax when the dancers' heads emerge from where one would expect their knees to be—and confront the hats resting on the knees. Here the witty choreography is chiefly by Jonathan Wolken.

All six dancers take part in "Day Two," with the almost-nude bodies of the dancers looking strangely beautiful as they move through a wide variety of moods. In the most striking of the scenes, pairs of men carry rods, and the two women dance in space, hanging from the rods or balancing elegantly. For a curtain call, the dancers slide elegantly across the stage at high speed, aided by the water now covering the stage: a perfect ending to the programme.

Fernau Hall

TELEVISION / Sing along with Arthur Scargill

BROADCASTING executives keep commissioning documentaries from Kenneth Loach and then keep being surprised that the result is not impartial enough for the controlling authorities. It should be obvious by now that he has a political position, and that if he has any notion about balance it is that television as a whole is balanced against his friends of the hard or romantic Left.

Last night he asked **Which Side Are You On?** (C-4) and proclaimed, through the assertions, songs and verses of striking miners and their wives, and very selective use of news footage, that he is on the side of Scargillism.

The classily made LWT film, with typically evocative camera work by Chris Menges, was intended for "The South Bank Show" and ITV. It was rescued by the junior channel, which has satisfied the authorities by scheduling an "Opinions Special" for next Sunday, where Jimmy Reid will attack Scargillism with all the fervour of a reformed former Glasgow Communist.

This is hardly necessary. The Loach message collapsed naturally under the weight of its own contradictions. It sang that mining was a nasty and dangerous job and that it should be sustained as a social benefit for the mining communities of this and future generations. It held that the present strike, teaching the nation how to use less coal, would safeguard this future.

The appalling conditions endured by the labouring classes around the turn of the century did not much concern Arnold Bennett as he dwelt on the entrepreneurial end of his local community and confused the world by turning the six towns of the potteries into five. Money, and its alliance with Wesleyan Methodism, is the main concern of humourless **Anna of the Five Towns** (BBC-2), dramatised as a four-part serial by John Harvey.

After an excellent credit sequence, in which painting and music summoned the atmosphere of time and place, there could have been more such visual adventure evoking the communal backdrop so important in the book. But the locations were carefully chosen and observed by director Martyn Friend, along with the other well-dressed conventions of the classic serial. Linsey Beauchamp in the title role, a much better daughter than her miser father deserves, is so fervently right that I was mostly blinded to a sense of plod about the acting as a whole.

Also looking back is Colin Thomas's **The Dragon Has Two Tongues** (C4), billed by HTV as a 13-part history of the Welsh. Part one mostly consisted of looking back at Wynford Vaughan-Thomas and Gwyn Williams, the rival on-screen resenters, posturing in a variety of uncomfortable locations and conducting a whimsical disputation about when and where their tribe began.

Returning to the present Thames brought forward two new series. Stanley Price's **Moving** (ITV) is a six-part expansion of his stage comedy, with Penelope Keith and Ronald Pickup playing themselves as a couple plagued by the problems of house buying and selling. The absence of audience laughter was restful but made it hard to tell what was supposed to be funny.

More promising is **Lytton's Diary** (ITV), a knowing six-part inside view by Ray Connolly of a Fleet Street gossip column. Whether or not the reference to an Australian proprietor and the mannerisms of a Scottish editor are linked with present luminaries of the street of shame, the newspaper office looks uncomfortably realistic and Peter Bowles in the name part has clearly observed well.

Sean Day-Lewis

ART GALLERIES

BARBICAN ART GALLERY, Barbican Centre, E.C.2. 01-638 4141. JAMES TISSOT plus THE CITY'S PICTURES until Jan. 20, admission £1·50 and 75p reduced rates for pre-booked parties. Open Tues. to Sat. 10 a.m. to7 p.m.; Sun. and b. hols. 13 to 6 p.m.; closed Mon. except b. hols.

BETHNAL GREEN MUSEUM OF CHILDHOOD, Cambridge Heath Rd., E.2. tel. 01-980 2415. SPIRIT OF CHRISTMAS & THE NUTCRACKER PRINCE, until 20 Jan. adm. free. Weekdays 10-6. Sun. 2.30-6. Closed Fridays.

BRITISH LIBRARY/BRITISH MUSEUM Great Russell St., W.C.1. ANGLO-SAXON ART. 966-1066. Week-days 10-5. Sundays 2.30-6. Admission £2. Recorded info. 01-580 1788.

BRITISH MUSEUM, CHINESE ORNAMENT: THE LOTUS AND THE DRAGON. Mon.-Sat. 10-5. Suns 2.30-6. Adm. free. Recorded info. 01-580 1788.

FINE ART SOCIETY, 148, New Bond St., W.1. 01-629 5116. EILEEN HOGAN. Women in the Navy.

FISCHER FINE ART, 30 King St. St James's S.W.1. 839 3942. The inner world of DAVID WEST—Allegories and Satires of our time—two and three dimensional works in wood. Also GUNNAR NORRMAN—Recent Drawings and Drypoints, until 11 January. Mon.-Fri. 10-5.30.

PARKIN GALLERY, 11, Motcomb St. S.W.1. 01-235 8044. RAYMOND COXON & EDNA GENESE retrospective until 1st Feb.

VICTORIA & ALBERT MUSEUM, Sth Kensington. DISCOVERY OF THE LAKE DISTRICT. Adm. free. JOHN FRENCH FASHION PHOTOGRAPHER, adm. £1. Library open 7-17th Jan. Weekdays 10-5.50, Sun. 2.50-5.50; closed Fridays. Recorded info. 01-581 4894.

WHEN IT'S OVER, YOU'LL FEEL YOU'VE BEEN THROUGH A KIDNAPPING YOURSELF.

It's what follows a terrorist kidnapping that makes it the most dramatic of crimes.

The psychological strain soon takes its relentless toll on all involved. The victims, relatives, police and negotiators. Not least the kidnappers themselves.

The perfect subject for a major new drama series, 'The Price.' A contemporary thriller set in Ireland and England starring Peter Barkworth.

'The Price' is heavily based on real life experiences so you'll find it authentic as well as gripping.

Episode One starts tonight at 9.30 and is shown again on Sunday at 9.15.

It'd be a crime to miss it.

'The Price' 9.30 tonight. 4

COURT AND SOCIAL

Court Circular

YORK HOUSE, Jan. 9.

The Duke of Kent, Colonel Scots Guards, today visited Wellington Barracks, Birdcage Walk, London, S.W.1. Captain Charles Blount was in attendance.

The Queen will attend a service in St Paul's Cathedral to mark the golden jubilee of King George's Jubilee Trust, followed by a reception at Goldsmith's Hall, on March 6.

Princess Anne, President of the Save the Children Fund, will attend the Best of British Fashion display at Guildhall on March 14.

TODAY'S BIRTHDAYS

Sir Gerald Reece is 88 today; Sir Robert Marshall is 65; Mr T. E. Hutton 64; and Mr Rod Stewart 40.

Today is the anniversary of the ratification of the Treaty of Versailles in 1920.

Forthcoming Marriages

Mr W. R. M. Jewison and Miss F. M. Maclachlan

The engagement is announced between William, son of Mr and Mrs Roger Jewison, of Hale Barns, Cheshire, and Frances Mary (Bumper), second daughter of Madam Maclachlan of Maclachlan and Mr George Maclachlan of Maclachlan, Castle Lachlan, Argyll.

Mr M. R. N. Warlow, RN, and Miss T. A. Prosser

The engagement is announced between Sub Lieut Mark Warlow, RN, elder son of Surgeon Commander and Mrs C. N. Warlow, of Havant, and Tracey Ann Prosser, B Ed, second daughter of Mr and Mrs E. C. Prosser, of Combe Martin, Devon.

Mr T. J. Atkin and Miss T. C. Ramus

The engagement is announced between Lieutenant Tim Atkin, the Blues and Royals, son of Mr and Mrs J. R. Atkin, Hatherton, Cheshire, and Tessa, daughter of Group Captain and Mrs A. A. Ramus, the British Embassy, Warsaw.

Dr P. Barker and Miss J. C. T. Dixon

The engagement is announced between Paul, son of Mr and Mrs P. B. Barker, of Norwich, Norfolk, and Janet, daughter of Major and Mrs R. P. Dixon, of Berkhamsted, Herts.

Mr W. S. Few and Miss A. M. Evans

The engagement is announced between William Selwyn, youngest son of Mr and Mrs H. S. S. Few, of Oakington, Cambridge, and Amanda Mary, eldest daughter of Colonel J. M. Evans, M.C., and Mrs Evans, of Farnham, Surrey.

Mr J. I. Anderson and Miss C. Birnie Reid

The engagement is announced between Ian, elder son of Major and Mrs Michael Anderson, Westfield House, Westfield, West Lothian, and Clare, daughter of Mr and Mrs Robin Birnie Reid, Thornhill, Cults, Aberdeen.

Mr D. H. W. Glenn and Miss M. J. Davey

The engagement is announced between David Hugh Wesley, son of Sqn Ldr and Mrs G. H. W. Glenn, of Tala, Cyprus, and Manda Jane, daughter of Mrs J. Davey, of Tarrant Monkton, Blandford, Dorset, and of Mr B. Davey.

Mr J. D. P. Watts and Miss A. D. M. Marks

The engagement is announced between Jonathan, elder son of Flt Lt J. M. Watts, RAF (Retd.), and Mrs Watts, of Rheindahlen, Germany, and Amanda, twin daughter of Mrs C. E. Marks, of London, W.11.

Mr B. D. J. Long and Miss J. Roberts

The engagement is announced between Bryan, son of Dr and Mrs Charles Long, of Cardiff, and Jacqueline, daughter of Professor and Mrs Colin Roberts, also of Cardiff.

Mr A. D. Cowan and Miss F. M. Scrutton

The engagement is announced between Andrew, son of Dr and Mrs Colin Cowan, of Loughborough, Leicestershire, and Fiona, youngest daughter of the late Mr Philip Scrutton and of Mrs Clifford Connell, of St John, Jersey.

Mr M. S. Musgrove and Miss S. E. Mitchell

The engagement is announced between Martin Scott, younger son of Mr and Mrs M. Musgrove, of Torquay, and Sophie Elaine, elder daughter of Dr and Mrs A. V. Mitchell, of Torquay, Devon.

Mr C. J. Buckley and Miss C. H. David

The engagement is announced between Christopher James, eldest son of Mr and Mrs Graham Buckley, of Ealing, and Chitra Helen, younger daughter of Mrs G. H. S. David, and the late Dr David, of Leeds.

Mr R. C. Gore Langton and Miss S. P. Cavender

The engagement is announced between Robert Chandos, younger son of Mr and Mrs Grenville Gore Langton, of Easton, Winchester, and Susan Penelope, elder daughter of Mr David Cavender, of Avishays, Chard, Somerset, and Mrs Jenifer Neubener, of Smallcombe House, Bath.

Mr C. M. Luddington and Miss C. S. Rabagliati

The engagement is announced between Christopher, younger son of Mr and Mrs Edward Luddington, of Wallington Hall, Kings Lynn, Norfolk, and Catherine, younger daughter of Mr and Mrs Francis Rabagliati, of Stocks, Charlcutt, Wilts.

Mr D. J. Caird and Miss B. E. C. Marshall

The engagement is announced between David, younger son of Mr and Mrs Peter B. Caird, of Edinburgh, and Bridget, elder daughter of the late Mr Philip Marshall and Mrs Joyce Marshall, of Brent Knoll, Somerset.

Mr C. J. Cook and Miss L. M. Delahunty

The engagement is announced between Clive, son of Mr and Mrs J. Cook, of Woodley, Cheshire, and Louise, elder daughter of Mr and Mrs C. A. Delahunty, of Gharghur, Malta.

Mr P. F. C-G. Ashton and Miss J. Durrant

The engagement is announced between Peeter, only son of Mr and Mrs Peter Ashton, of Weare, Somerset, and Joan, only daughter of Mr and Mrs Douglas Durrant, of Tynemouth, Tyne and Wear.

Mr N. J. Langley and Miss P. J. Morris

The engagement is announced between Nicholas, elder son of Mr and Mrs V. Langley, of Sidcup, Kent, and Patricia (Trish), daughter of Mr and Mrs E. J. Morris, of Clevedon, Avon.

Mr P. A. James and Miss C. J. Hughes

The engagement is announced between Philip, son of Mr and Mrs P. James, of Formby, Lancashire, and Catharine, daughter of Mr and Mrs P. F. Hughes, of Bath, Avon.

Mr D. J. McKee and Miss C. F. G. Smart

The engagement is announced between David, younger son of Mr Harold McKee and the late Mrs McKee, of Belfast, and Carol, daughter of Mr and Mrs A. B. Smart, of Edinburgh.

Mr R. A. Bach and Miss M. L. S. Campbell

The engagement is announced between Roger, son of Mr and Mrs V. S. Bach, of London, and Melissa, daughter of Mr and Mrs F. P. Campbell, of Harpenden, Herts.

Mr C. A. F. Morrissey and Miss L. C. Piper

The engagement is announced between Charles, eldest son of Mr P. A. Morrissey and the late Mrs S. M. Morrissey, of Horley, Surrey, and Lucy, elder daughter of Mr and Mrs R. F. Piper, of London, W.8.

Mr N. A. Swinson and Miss M. A. Waterhouse

The engagement is announced between Nigel Adrian, son of Mr and Mrs P. J. Swinson, and Margaret Anne, daughter of Mr and Mrs J. C. Waterhouse, both of Haywards Heath, Sussex.

Mr K. Wilson and Miss A. Courtier

The engagement is announced between Keith, son of Mr and Mrs W. Wilson, of Harrogate, and Amanda, elder daughter of Mr and Mrs G. H. Courtier, of London.

Mr C. J. Savage and Miss L. A. Manning

The engagement is announced between Christopher, second son of Mr and Mrs K. Savage, of Ballygate, Beccles, and Lucy, younger daughter of Mr and Mrs H. Manning, of Waveney Road, Beccles.

Mr C. B. Lye and Miss J. C. Spooner

The engagement is announced between Christopher, son of Mr and Mrs David Lye, of Folkestone, Kent, and Jennifer, younger daughter of Mr and Mrs Guy Spooner, of Yalding, Kent.

Mr I. A. Carter and Miss P. A. Haughey

The engagement is announced between John, only son of Mr and Mrs P. G. Carter, of Kidderminster, Worcestershire, and Pauline, eldest daughter of Mr and Mrs P. Haughey, of Gorleston-on-Sea, Norfolk.

LUNCHEON

National Society for the Prevention of Cruelty to Children

The Duke of Westminster, Director of the N.S.P.C.C. Centenary Appeal, was host at a luncheon given yesterday at Claridge's for members of the Society's Centenary Committee and others who helped raise money for the Centenary Appeal during 1984. Sir Maurice Laing and Mr Gerald Ronson, joint Vice-Chairmen of the Appeal, Lady Holland-Martin, Chairman of the Society's Central Executive Committee, and Dr Alan Gilmour, Director of the Society, were guests.

HARROW SCHOOL

The Easter Term begins at Harrow today. R. C. Phillipson (Moretons) is the Head of the School. A memorial service for Mr S. G. Patterson will be held on Tuesday, Feb. 5, at 4.30 p.m. The competition for Academic, Music, Art and Computing Scholarships will be held from Feb. 18-20. Half-term Exeat will extend from Thursday, Feb. 14, to Sunday, Feb. 17. The Bishop of Willesden will hold a Confirmation on Sunday, March 17. "A Child of Our Time" will be performed on Saturday, March 16, and term ends on Saturday, March 23.

BRISTOL GRAMMAR SCHOOL

Term begins today at Bristol Grammar School. The Head of School is Rosalind Cockitt, Sixth Modern and Rolling's House, and the Second Prefect is James Hunt, Sixth Modern and Burns' House. The Charter Day service will be held in Bristol Cathedral on Saturday, March 16, at 10 a.m. The Preacher will be the Bishop of Malmesbury. The Old Bristolians' dinner will be held on Saturday, March 23, in the Great Hall. Handel's "Messiah" will be performed at the Choral and Orchestral Concert on Monday, March 25, at Christchurch, Clifton.

CULFORD SCHOOL

The Spring Term at Culford School begins today. The 104-year-old school celebrates the 50th anniversary of moving to the Culford site. Mr Andrew Mergan is the new Second Master. "Oliver" will be performed in the Centenary Hall on Feb. 12-15. Term ends on March 29.

IN MEMORIAM

Dr Solomon Wand

A memorial service for Dr Solomon Wand was held yesterday at the West London Synagogue. Rabbi Hugo Gryn officiated and addresses were given by Dr John Marks, Chairman of Council, British Medical Association, and Dr Derek Stevenson. Among those present were:

Mr Wand (widow), Dr and Mrs Laurence Wand (son and daughter-in-law), Dr and Mrs T. Silver (son-in-law and daughter), Mr and Mrs Jonathan Wand, Mr and Mrs J. Roberts, Miss Lucy Silver, Mr Nicholas Silver (grandchildren), Mrs J. C. S. Cookson, Mr and Mrs J. P. M. Wardell, Dr E. Silver, Mr and Mrs D. Cohen.

Lord Hill of Luton, Lord Porritt, Sir John and Lady Peel, Sir John Bragworthy, Dame Josephine Barnes, Sir Ronald and Lady Gibson, Sir James and Lady Cameron, Sir Douglas Black, President of the B M A, with Mr J. Kyle, Chairman of the Representative Body, Dr R. A. Keable-Elliott, Treasurer, Dr B. Alexander, Deputy Chairman of the Representative Body, Dr J. D. J. Havard, Secretary, and other members, past and present, of the B M A; Dr S. Lock, Editor, BRITISH MEDICAL JOURNAL, and Mrs Lock, Mr Rex Lawrie and Dr Jean Lawrie, representing the Medical Women's Federation.

Dr J. W. Brooke Barnett, Secretary, Medical Defence Union, Dr Roger Doherty, Secretary, British Medical Student Trust, Capt. J. B. Rumble, R.N., Director-General of the Royal Over-Seas League, Mrs John Marks, Mrs Derek Stevenson, Mrs E. Grey-Turner, Dr W. J. Appleyard, Dr M. V. Burrows, Dr and Mrs R. Cove-Smith, Dr W. Keith Davidson, Dr M. R. Hussain, Dr L. Kopelowitz, Senior Vice-President, Board of Deputies of British Jews, and Mrs Kopelowitz, Mr A. H. Grabham, Dr H. Fidler, Dr and Mrs J. E. Miller, Dr A. W. Macara, Dr B. McKechnie, Dr J. S. Noble, Mr B. O'Donnell, Prof. J. F. Quilliam, Dr M. A. Wilson, Dr E. B. Lewis, Mr S. R. Burns, and other friends and colleagues.

DINNER

Lord Mayor of Westminster

The Lord Mayor and the Lady Mayoress of Westminster, Councillor and Mrs John Bull, gave a dinner at City Hall last night in honour of Lord Rayner. Others present were:

Lord and Lady Westbury, Mr Kenneth Baker, M.P., and Mrs Baker, Air Chief Marshal Sir Keith and Lady Williamson, Air Chief Marshal Sir John Aiken, Prof. and Mrs Roy Duckworth, Mr and Mrs S. Joque, Dr and Mrs B. Kustow, Mr and Mrs George Mann, Mr and Mrs John Randle, Mr and Mrs Christopher Turner, Councillor and Mrs C. A. Prendergast, Mr Rodney Brooke and Miss Diana Towell.

QUEENSWOOD SCHOOL, HATFIELD

The Spring Term at Queenswood School began on Wednesday, Jan. 9, and ends on March 27. Half-term will be from Saturday, Feb. 16, until Wednesday, Feb. 20. Queenswood Choir performs "Judas Maccadaeus" at the Royal Albert Hall on Feb. 15 at 7 p.m. Tickets are obtainable from the School.

SHEBBEAR COLLEGE

The Spring Term at Shebbear College, North Devon, begins today. The 1985 entrance examination for boys aged 11 will be on Feb. 12. The Scholarships examination for boys aged 13 will be on March 11. The Junior Musical, "Tin Pan Ali," will be performed on March 14, 15 and 16. The Old Shebbearians Association will hold its annual re-union dinner on Saturday, Jan. 26.

ROSSALL SCHOOL

The Lent Term at Rossall School begins today. A Chamberlain is School Captain. Stainer's "Crucifixion" will be sung in Chapel on Thursday, Feb. 14. The W. H. Budge Memorial Sevens for Preparatory Schools will be held on Sunday, March 3. The Old Rossallian Hockey matches will be played on the Shore on Saturday, March 16. The annual Preparatory Schools' Hockey Festival will begin on Friday, March 29.

TAUNTON SCHOOL

Term begins today at Taunton School. Mr J. A. Carrington will succeed Mr C. R. Evans as Second Master in September. The Rev. S. M. Beaumont (Chaplain) and Dr Jane Roberts join the staff. Mr A. D. Wood, Headmaster of Taunton Junior School, is on sabbatical leave and Mr K. G. Cleves becomes Acting Head. A Challenge of Industry Conference will be held on March 7-8. The Fairwater Play will be on March 20-23. The O T Association dinner will be held at the R A F Club on March 8. Confirmation will be taken by the Bishop of Bath and Wells on March 24. Term ends on March 28.

SACRED HEART SCHOOL, TUNBRIDGE WELLS

Spring Term at the Sacred Heart School, Tunbridge Wells, commenced on Jan. 7. Half-term is from Feb. 15-19 inclusive. Term ends on March 29. Rita Machado is Head Girl (boarding) and Barbara Darlington (day). An Appeal has been launched for a new Science/Art block.

CLIFTON HIGH SCHOOL FOR GIRLS

Spring Term at Clifton High School for Girls begins today and ends on Wednesday, March 27. Hilary Stone continues as Head Girl. The Choir will be taking part in a Combined Choirs performance of Mendelssohn's "Elijah" on Wednesday, March 20. At the end of the term Miss P. M. Stringer retires from the Headship of the School which she has held for 20 years.

KASPAROV ON VERGE OF WIN

By B. H. WOOD Chess Correspondent

GARY KASPAROV adjourned the 40th world championship match game last night in a winning position. He has an extra well-supported passed pawn which should certainly win the game.

A win from this game against Anatoli Karpov would leave the score 5-2, and while it still seems hardly conceivable that Kasparov could win the match the whole atmosphere of the contest is changing.

Observers report that Karpov, playing black, appears to be showing signs of strain. The 40th game continued the curious double-bluff of the previous two with exactly the same opening played by each in turn.

In the 38th Kasparov had diverged on move 22. Now Karpov diverged on the 13th with a strange move which offered to swap back knight and bishop leaving drawish opposite-colour bishops.

The game will be resumed this afternoon Thursday. The position on adjournment.

QUEEN'S GAMBIT

	KASPAROV (White)	KARPOV (Black)
1	P-Q4	N-KB3
2	P-QB4	P-K3
3	N-KB3	P-Q4
4	N-B3	B-K2
5	B-N5	P-KR3
6	B-R4	Castles
7	P-K3	P-QN3
8	B-K2	B-N2
9	BxN	BxB
10	PxP	PxP
11	P-QN4	P-B4
12	PxP	PxP
13	R-QN1	Q-R4
14	Q-Q2	PxP
15	KNxP	BxN
16	PxB	B-B3
17	N-N5	Q-Q1
18	Castles	P-R3
19	N-B3	R-K1
20	N-B2	RxB
21	QxR	B-N4
22	RxB	PxR
23	QxP	RxP
24	N-K5	R-R4
25	Q-N7	Q-K1
26	NxP	R-N4
27	Q-R8	Q-Q2
28	N-B3	R-N3
29	P-Q5	Q-B2
30	N-Q1	R-N1
31	N-K3	Q-R4
32	QxQ	RxQ
33	R-Q1	N-Q2
34	P-N4	P-N5
35	K-N3	R-R5
36	P-R5	R-N2
37	P-Q6	R-R5
38	P-B4	R-B3
39	P-R4	K-B1
40	P-N5	PxP

White has sealed his 41st move, obviously a recapture.

TODAY'S EVENTS

Queen's Life Guards mounts, Horse Guards, 11.

British Museum: George Hart, "Excavations at el-Amarna," 11.30; John Reeve, "From Alfred the Great to Harold," 1.15.

National Gallery: Felicity Woolf, Style (3): Early Renaissance painting in Italy, 1.

St Giles', Cripplegate, Barbican: John Winter, organ, 1.10.

TOMORROW'S EVENTS

Queen's Life Guards mounts, Horse Guards, 11; Queen's Guard mounts, Buckingham Palace, 11.30.

British Museum: Judy Rudoe, "Georgian Jewellery 1750-1820," 11.30; Robert Garland, "Children and childbirth in ancient Greece," 1.15.

Theatres, Cinemas — Page 35

Tinplate toy chair goes for £1,000

By ALISON BECKETT Art Sales Correspondent

DEMAND for tinplate toys continued at Phillips in London yesterday where a little Man-Da-Rin sedan chair by Lehmann estimated at about £330 fetched £1,000.

Other highlights in the toy and railway model auction, which totalled £21,820, included a 12-inch long Bing four-seat open tourer finished in cream with red seats. Even without its windscreen and two tyres it realised £2,200.

CAP BADGES

Model frigate

At Wallis and Wallis of Lewes, Sussex, the National Maritime Museum purchased a colourful collection of 562 naval and maritime embroidered cap badges from all over the world for £2,050.

For £525 in the same arms and militaria sale the Naval Museum at Portsmouth acquired a model of the American frigate "Constitution," otherwise known as "Old Ironsides" and distinguished for her action against the Royal Navy in the American War of 1812.

NEW BISHOP IS DESCENDANT OF DICKENS

A great-great-grandson of Charles Dickens is to be the new Bishop of Southwell, the diocese which covers Nottinghamshire. The Rt Rev. Michael Whinney, 54, now Suffragan Bishop of Aston, succeeds the Rt Rev. Denis Wakeling, who retires at the end of the month.

He said yesterday that although when he first read Dickens at school he found him "somewhat long-winded" he thought he was a man ahead of his time. He hoped he had inherited his passion for social justice.

Latest Wills

DOBSON, A. R. B., Colton, Nr Cumbria £225,681
FRERE, A. S., Aldington, Kent, chairman, Wm. Heinemann, publishers, 1945-61 ... 311,914
GRIST, Mrs Margaret, Hampton, Middlesex 280,636
HALLIDAY, E. I., St Johns Wood, past President of both R.Soc. of Portrait Painters and R.Soc. of British Artists 352,656
HARWOOD, G. H. U., Epsom, Surrey 210,542
HEATH, J. A., Walmer, Kent 376,086
JEROME, R. E., Wimbledon Park, former schoolmaster 305,851
PREEDY, J. R., Broxbourne, Herts 206,164
STOCK, L. P. A., Blackwater, Hants 199,468
WHITSED, J., Peterborough, Cambridgeshire 275,520
WRIGHT, Muriel J., Walkern, Herts 190,246

Obituary

SIR HAROLD HILLIER

SIR HAROLD HILLIER, who has died aged 80, was a leading horticulturalist who built up over 25 years a world-famous collection of rare plants and trees at his arboretum at Ampfield, near Romsey, Hants. More than 14,000 species were planted there.

In 1978 Queen Elizabeth the Queen Mother officially opened the Hillier Arboretum and gardens, which Sir Harold had given to Hampshire County Council. The 100 acres of land had been turned into a series of garden scenes.

Plants had been brought from five continents. Sir Harold made expeditions to Russia, Korea, Japan, New Zealand and Tasmania, and others had journeyed through Turkey, Iran, and Nepal. The result was a collection unrivalled in the world.

The head of the Winchester firm of nurserymen, he acquired his knowledge of horticulture and botany from his father, Edwin Lawrence Hillier, whose own father had founded the business in 1864.

He joined the family firm in 1922 and took over the running in 1944. Every year from 1922 he had received a gold medal at Chelsea flower show for the exhibitions by Hillier Nurseries.

Besides his gift of the arboretum, he was generous in giving plants to other leading hardy plant collections in Britain, particularly Ventnor Botanic Gardens which he helped to create.

He was a Fellow of the Linnean Society, and from 1974, Vice President of the Royal Horticultural Society, which awarded him in 1958 the Victoria Medal of Honour. He also received the Veitch Memorial Gold Medal in 1962 and the Thomas Roland Medal of Massachusetts Horticultural Society in 1965. He was appointed a C B E in 1971 and knighted in 1983.

NICHIDATSU FUJII

The Most Ven Nichidatsu Fujii who has died at Tokyo aged 99, was a Japanese Buddhist monk who was awarded international medals and prizes for his ardent peace activities. In 1979 he visited Britain for the foundation of a peace pagoda, the first in the West, at Willen Lake, Milton Keynes.

Known to his followers as "Guruji" he founded in 1924 the Nipponzan Myohoji sect and after a tour of India in 1931, adopted Mahatma Gandhi's principles of non-violence.

In 1932 he organised an international convention in Tokyo, attended by religious leaders from 58 nations to appeal for the abolition of nuclear weapons.

Thomas Mann. At Seabrook, Kent, aged 86. Artist and cartoonist, son of Tom Mann (1856-1941) leader of 1889 London dock strike and founder member of British Communist party in 1920.

Johnny Guarnieri. At Livingston, New Jersey, aged 67. American jazz pianist who played with Artie Shaw and Benny Goodman. A descendant of famous Italian family of violin-makers, he made recordings with an Artie Shaw group of the first jazz solos on the harpsichord.

PERSONAL

Private £5 per line. Charity appeals £4 per line. Trade £9·50 per line.

THE sun shall be no more thy light by day: neither for brightness shall the moon give light unto thee: but the LORD shall be unto thee an everlasting light, and thy God thy glory. Thy sun shall no more go down; neither shall thy moon withdraw itself: for the LORD shall be thine everlasting light, and the days of thy mourning shall be ended. Isaiah LX, v. 19-20.

D.—I's Bow Ly Phoenix.

SACRED HEART—Thanks.—M. J. W.

ANNE RAMPERSAD IS 21. LOVE FAMILY.

SUSIE our high flying pal. Happy Birthday. You will succeed.—BOB.

MONA CROSSWELL IS FIFTYISH TODAY.

THANK YOU SHJ St Jude—FJC.

THANK YOU SAINT JUDE.

££ WANTED LARGE WARDROBES & all Victorian and Edwardian furniture. 01-945 7695 days. 01-789 0471 eves.

TICKETS. Cats, Starlight and all sports. —01-937 0936.

POGGENPOHL DISPLAY KITCHENS at half price quality appliances 50% off.—0233 50554.

FLIGHTS.—Jo'burg, Australia, N.Z., Canada.—Epsom 26097/26013.

WANTED. Large old wardrobes. 01-607 8491.

IF YOU'RE SELLING or letting your London property, why not advertise in the Daily Telegraph property columns? For details tel. 01-353 2175.

MARCASITE and past silver jewellery wtd. 1920's-30's. Call 01-622 8019.

SAUNTON. 3 bedr. cottage for sale, close golf club, beach. Optional furnished. (0271) 814158.

ALGARVE. LAGOS. luxury villa, slps. 14. Solar heated pool, maid/cook. Tel owner (0380) 870298.

THE ENGLISH COURTYARD ASSOCIATION'S cottages and flats are for sale on long leases of 150 years with no ground rent. As good as a freehold. Flats have one and two bedrooms. Sheltered balconies for the first floor, private patios for the ground floor. Cottages have 2 or 3 bedrooms with private patios. Price range £60-£80,000. Details of current developments will appear in the property page shortly. 8 Holland St, London, W8 4LT. 01-937 4511.

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WAY OF THE WORLD

A Neat Trick

HACKNEY Council is to invite homosexuals to adopt or foster children as part of a "positive approach to encourage members of this minority group" and give male and female homosexuals "a fair and equal access to social services."

The intriguingly-named chairman of the council's social services, Mr Patrick Kodikara, says proudly: "As far as I am aware, these are the most far-reaching and advanced proposals ever discussed by a London local authority. We have a Gay Rights Directorate (*sic*) who have, with representatives from the community, taken a year to produce these recommendations. Ten per cent. of the population of Hackney belong to this minority group . . ."

Here we go again with the myth, so sedulously and impudently plugged by interested parties that many people now accept it as truth, that ten per cent. of the population of Great Britain and Northern Ireland is homosexual. When the hullabaloo about homosexuals erupted about 25 years ago, the figure given was five per cent. At this rate it should be 20 per cent. or more by the end of the century.

But this, though absurd, misleading and undesirable enough, is by the way. What is thoroughly objectionable here is that homosexuals should be treated as a "community" and a "minority group," as if they did not differ among themselves just like other individuals.

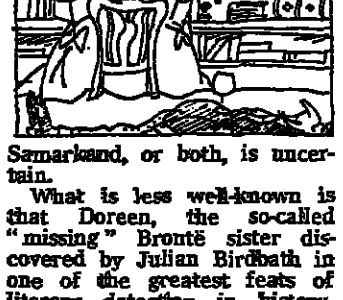
The reason why they are being treated — like women, blacks, "the Irish," "the handicapped" and so on — as a "group" or "community" is not hard to grasp. They have votes in local elections; and it makes the more gullible of them easier to manipulate for political purposes, which in practice always means the purposes of the Left.

Any sensible homosexual—or any sensible person told by Labour politicians and officials that he or she belongs to a "community" or "group" — will surely run a mile rather than fall into their far-reaching and advanced clutches.

Galvanic Days

DAMEMS, a small station on the Keighley and Worth Valley railway in the West Riding, was restored last year by railway preservationists. It has now been voted "the best restored station in Britain."

As everybody knows, Branwell Brontë worked for a short time as booking-clerk at Damems. He was soon sacked. Whether this was due to his being continually drunk or to his habit, when asked for a return ticket to Keighley, of issuing a single ticket to



Samarkand, or both, is uncertain.

What is less well-known is that Doreen, the so-called "missing" Brontë sister discovered by Julian Birdbath in one of the greatest feats of literary detection in history, occasionally helped Branwell in the ticket office. Her brisk, no-nonsense method of issuing tickets kept the place going when Branwell was incapacitated, and as this was in the days before unions or demarcation rules, the railway authorities were at first glad to have her about.

It was her growing interest in technology which caused trouble. Before long she was experimenting with an electro-magnetic or "galvanic" ticket-issuing machine which, while leaving this robust woman unharmed, gave would-be passengers such severe shocks that some collapsed on the platform while others fled in panic to the nearest station down the line.

In view of Doreen's general efficiency the authorities might have overlooked this. It was when she began interfering with the trains — one of her experiments anticipated the present Advanced Passenger Train, achieving an extreme degree of "tilt" which caused the passengers to fall out of the carriage on to the platform, from which a "galvanic" netting device scooped them back again — that the authorities decided she had to go.

Residents

THE Stretchford Arts Association, which enjoys a grant from the Arts Council, has appointed Albert Rasp's brother Stan, who was commissioned to do a sculpture of the famous goal-conceding goal-keeper some time ago, official sculptor-in-residence on the Bog Lane Housing Estate.

Stan, who admires his brother immensely and has picked up a way of talking from football circles, said yesterday: "I am over the moon, dead chuffed. I've still got this block of stone

they gave me to do Albert's statue and they have given me some more money. I may spend it on sweets, like I did the last lot. Or I may take a body-building course or buy a fork-lift truck so as to arrange these big blocks of stone in a kind of pattern, like, perhaps a sort of semi-circle or a triangle. I don't know yet. I am sick as a parrot," he suddenly said in a puzzling way.

The Arts Association has now made some more residential appointments. Russell Nadir, a drop-out and son-in-law of the Supreme Director of Tourism, has been appointed poet-in-residence; Arthur Goth-Jones, also related by marriage, is painter-in-residence; Edwina Nadir novelist-in-residence; Rodney Goth-Jones composer-in-residence; Heather Nadir potter-and-weaver-in-residence; and further appointments are expected.

"We may appoint Albert Rasp goalkeeper-in-residence," said a spokesman for the Arts Association. "His goalkeeping is a non-representational form of inaction art form which we feel should have a place if we are to bring the arts to the people."

There are a good many vandals and violent hooligans on the Bog Lane Estate. But the Arts Association does *not* think they will be a problem. "We may give them a grant and make them vandals and hooligans-in-residence. They represent a vital, contemporary trend in the Arts scene which we cannot ignore unless the money runs out."

Never at a Loss

WHEN Princess Margaret, who is known to be a heavy smoker, went into hospital for a lung examination, the zealots of the anti-smoking industry assumed that she was suffering from lung cancer. If his had turned out to be so, they would, of course, have claimed that it was due to her smoking and used this eminent example to step up their campaign of terror.

Happily, medical tests showed that the Princess did *not* have lung cancer. Were the anti-smoking fanatics discouraged? Not at all. They are using even this as grist for their mill.

A note in the London STANDARD says sanctimoniously that "as a heavy smoker" the Princess "now faces the struggle so many have had, to give up smoking altogether. We wish her luck, and a speedy return to full health again."

Who says she has got to give up smoking? Why should she? Those who object to being bossed about and terrorised by dubiously motivated fanatics will wish her, as well as luck and good health, the moral courage to defy them.

Peter Simple

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LEGAL NOTICES

THE COMPANIES ACT 1948. IN THE MATTER OF FLAMERULE LIMITED t/a ASHWIN FIRE AND SAFETY EQUIPMENT. Court No 005980 of 1984. Nature of Business: Distribution of fire and safety equipment. Winding-up Order made 12th November, 1984. Date and place of first meetings: Creditors 24th January, 1985, at Room G20, Atlantic House, Holborn Viaduct, London, EC1N 2HD at 11.00 o'clock. Contributories. On the same day and at the same place at 11.30 o'clock. G. B. GILLVRAY, Official Receiver and Provisional Liquidator.

THE COMPANIES ACT, 1948. — IN THE MATTER of AUSTENWOOD INDUSTRIES LIMITED. Court No. 005916 of 1984. Nature of Business: General Merchants. Winding-up Order made 5th November, 1984. Date and place of first meetings: Creditors, 24th January, 1985, at Room G20, Atlantic House, Holborn Viaduct, London, EC1N 2HD, at 10.00 o'clock. Contributories, on the same day and at the same place at 10.30 o'clock. J. L. P. POPE, Official Receiver and Provisional Liquidator.

THE COMPANIES ACT, 1948. — IN THE MATTER of M.D. CONSOLIDATED ENTERPRISES LIMITED. Court No. 003858 of 1984. Nature of Business: Importers and exporters. Winding-up Order made 5th November, 1984. Date and place of first meetings: Creditors, 23rd January, 1985, at Room G20, Atlantic House, Holborn Viaduct, London, EC1N 2HD, at 11.00 o'clock. Contributories, on the same day and at the same place at 11.30 o'clock. J. L. P. POPE, Official Receiver and Provisional Liquidator.

THE COMPANIES ACT, 1948 IN THE MATTER OF R. MITCHELL AND COMPANY (ENGINEERS) LIMITED. Court No. 005531 of 1984. Nature of Business: Engineers. Winding-up Order made 5th November 1984. Date and place of first meetings: Creditors 24th January, 1985, at Room G20, Atlantic House, Holborn Viaduct, London EC1N 2HD, at 2.00 o'clock. Contributories on the same day and at the same place at 2.30 o'clock. J. L. P. POPE, Official Receiver and Provisional Liquidator.

THE COMPANIES ACT, 1948 IN THE MATTER OF GRAHAM BRABNER AMUSEMENTS LIMITED. Court No. 005116 of 1984. Nature of Business: Operators of amusement machines. Winding-up Order made 5th November, 1984. Date and place of first meetings: Creditors 23rd January, 1985, at Room G20, Atlantic House, Holborn Viaduct, London EC1N 2HD, at 10.00 o'clock. Contributories on the same day and at the same place at 10.30 o'clock. J. L. P. POPE, Official Receiver and Provisional Liquidator.

THE COMPANIES ACT, 1948. IN THE MATTER OF GAYATRY LIMITED. Court No. 005709 of 1984. Nature of Business: General Merchants. Winding-up Order made 5th November, 1984. Date and place of first meetings: Creditors 23rd January, 1985, at Room G20, Atlantic House, Holborn Viaduct, London EC1N 2HD, at 11.00 o'clock. Contributories on the same day and at the same place at 11.30 o'clock. G. B. GILLVRAY, Official Receiver and Provisional Liquidator.

THE COMPANIES ACT, 1948. IN THE MATTER OF LEE SHEPPARD DESIGNS LIMITED. Court No. 005400 of 1984. Nature of Business: Dealers in fabrics and materials. Winding-up Order made 29th October, 1984. Date and place of first meetings: Creditors 24th January, 1985, at Room G20, Atlantic House, Holborn Viaduct, London, EC1N 2HD, at 3.00 o'clock. Contributories on the same day and at the same place at 3.30 o'clock. J. A. SELL, Official Receiver and Provisional Liquidator.

THE COMPANIES ACT, 1948. IN THE MATTER OF PROFESSIONAL BOOK-KEEPING SERVICES LIMITED. Court No. 006736 of 1984. Nature of Business: Book-keepers. Winding-up Order made 3rd December 1984. Date and place of first meetings: Creditors 25th January 1985, at Room G20, Atlantic House, Holborn Viaduct, London EC1N 2HD at 3.00 o'clock. Contributories. On the same day and at the same place at 3.30 o'clock. G. B. GILLVRAY, Official Receiver and Provisional Liquidator.

THE COMPANIES ACT, 1948. IN THE MATTER OF ALESTOP LIMITED. Court No. 004861 of 1984. Nature of Business: Builders and Building Contractors. Winding-up Order made 15th October 1984. Date and place of first meetings: Creditors 29th January 1985, at Room G20, Atlantic House, Holborn Viaduct, London EC1N 2HD at 3.00 o'clock. Contributories. On the same day and at the same place at 3.30 o'clock. J. A. SELL, Official Receiver and Provisional Liquidator.

THE COMPANIES ACT, 1948. IN THE MATTER OF BENEFACTUAL PRESS LIMITED. Court No. 005407 of 1984. Nature of Business: Printers. Winding-up Order made 29th October, 1984. Date and place of first meetings: Creditors 24th January, 1985, at Room G20, Atlantic House, Holborn Viaduct, London EC1N 2HD, at 3.00 o'clock. Contributories on the same day and at the same place at 3.30 o'clock. J. A. SELL, Official Receiver and Provisional Liquidator.

THE COMPANIES ACT, 1948. IN THE MATTER OF IMBEL LIMITED. Court No. 320 of 1984 Birmingham District Registry. Nature of Business: Wholesale Giftware. Winding-up Order made 12th November, 1984. Date and place of first meetings: Creditors 25th January 1985, at Room G20 Atlantic House, Holborn Viaduct, London EC1N 2HD at 11.00 o'clock. Contributories On the same day and at the same place at 11.30 o'clock. J. A. SELL, Deputy Official Receiver and Provisional Liquidator.

THE COMPANIES ACT, 1948. IN THE MATTER OF SHOW-OFF DISPLAY LIMITED. Court No. 005481 of 1984. Nature of business: Window dressers and shopfitters. Winding-up Order made 29th October, 1984. Date and place of first meetings: Creditors 23rd January, 1985, at Room G20, Atlantic House, Holborn Viaduct, London EC1N 2HD, at 2.00 o'clock. Contributories on the same day and at the same place at 2.30 o'clock. J. L. P. POPE, Official Receiver and Provisional Liquidator.

THE COMPANIES ACT, 1948. IN THE MATTER OF FRESKO CARPETS LIMITED. Court No. 005569 of 1984. Nature of business: Retailers of Carpets. Winding-up Order 5th November 1984. Date and place of first meetings: Creditors 25th January 1985, at Room G20, Atlantic House, Holborn Viaduct, London EC1N 2HD, at 10.00 o'clock. Contributories on the same day and at the same place at 10.30 o'clock. J. A. SELL, Official Receiver and Provisional Liquidator.

THE COMPANIES ACT, 1948. IN THE MATTER OF FREIGHTERS TRANSPORT LIMITED. Court No. 004900 of 1984. Nature of Business: Haulage Contractors. Winding-up Order made 5th November 1984. Date and place of first meetings: Creditors 25th January 1985, at Room G20, Atlantic House, Holborn Viaduct, London, EC1N 2HD, at 2.0 o'clock. Contributories On the same day and at the same place at 2.30 o'clock. G. B. GILLVRAY, Official Receiver and Provisional Liquidator.

THE COMPANIES ACT, 1948. IN THE MATTER OF PURIMA MOTORS LIMITED t/a INVINCIBLE MOTOR CARAVAN CONVERSIONS. Court No. 005436 of 1984. Nature of Business: Motor Caravan Conversions. Winding-up Order made 29th October, 1984. Date and place of first meetings: Creditors: 24th January, 1985, at Room G20, Atlantic House, Holborn Viaduct, London EC1N 2HD at 3.00 o'clock; Contributories: On the same day and at the same place at 3.30 o'clock. J. L. P. POPE, Official Receiver and Provisional Liquidator.

STEEL & GLOVER LIMITED (in voluntary Liquidation). NOTICE is hereby given that the Creditors of the above-named Company are required on or before the 28th day of January, 1985 to send their names and addresses, with particulars of their debts or claims, and the names and addresses of their Solicitors (if any) to the undersigned DUDLEY RECKNELL CLACK of 3 Cecil Court, London Road, Enfield, Middx. EN2 6DL, the Liquidator of the said Company: and, if so required by notice in writing by the said Liquidator, are by their Solicitors or personally, to come in and prove their said debts or claims at such time and place as shall be specified in such notice, or in default thereof they will be excluded from the benefit of any distribution made before such debts are proved. Dated 3rd January, 1985. D. R. CLACK, Liquidator.

THE COMPANIES ACT, 1948. IN THE MATTER OF MOULIN ROUGE LIMITED. Court No. 005790 of 1984. Nature of Business: Music publishers. Winding-up Order made 5th November 1984. Date and place of first meetings. Creditors 23rd January 1985, at Room G20, Atlantic House, Holborn Viaduct, London EC1N 2HD at 11 o'clock. Contributories on the same day and at the same place at 11.30 o'clock. J. L. P. Pope, Official Receiver and Provisional Liquidator.

THE COMPANIES ACT, 1948. IN THE MATTER OF TRIDENT FASHIONS LIMITED. Court No. 006101 of 1984. Nature of Business Clothing manufacturers. Winding-up Order made 12th November 1984. Date and place of first meetings. Creditors 25th January 1985, at Room G20, Atlantic House, Holborn Viaduct, London EC1N 2HD at 10 o'clock. Contributories on the same day and at the same place at 10.30 o'clock. J. L. P. Pope, Official Receiver and Provisional Liquidator.

THE COMPANIES ACT, 1948. IN THE MATTER OF THOROUGHBRED VIDEO SERVICES LIMITED. Court No 005552 of 1984. Nature of Business: Dealers in video recordings. Winding up Order made 5th November 1984. Date and place of first meetings: Creditors 24th January, 1985, at Room G20, Atlantic House, Holborn Viaduct, London, EC1N 2HD, at 11.00 o'clock. Contributories. On the same day and at the same place at 11.30 o'clock. J. L. P. POPE, Official Receiver and Provisional Liquidator.

THE COMPANIES ACT, 1948 IN THE MATTER OF P. J. A. (PROFESSIONAL SERVICES) LIMITED. Nature of Business: Maintenance of Buildings. Winding-up Order: 5 November 1984. Date and place of first meetings: 22 January 1985 at 40 Clarendon Road, Watford. Creditors: 2.30 p.m. Contributories: 3 p.m. E. A. MURPHY, Deputy Official Receiver.

THE COMPANIES ACT, 1948. IN THE MATTER OF THE HANUSFORD CLEANING COMPANY LIMITED. Court No. 005776 of 1984. Nature of Business: General Cleaning Contractors. Winding-up Order made 5th November, 1984. Date and place of first meetings: Creditors: 25th January, 1985, at Room G20, Atlantic House, Holborn Viaduct, London EC1N 2HD at 10.00 o'clock. Contributories: On the same day and at the same place at 10.30 o'clock. J. L. P. POPE, Official Receiver and Provisional Liquidator.

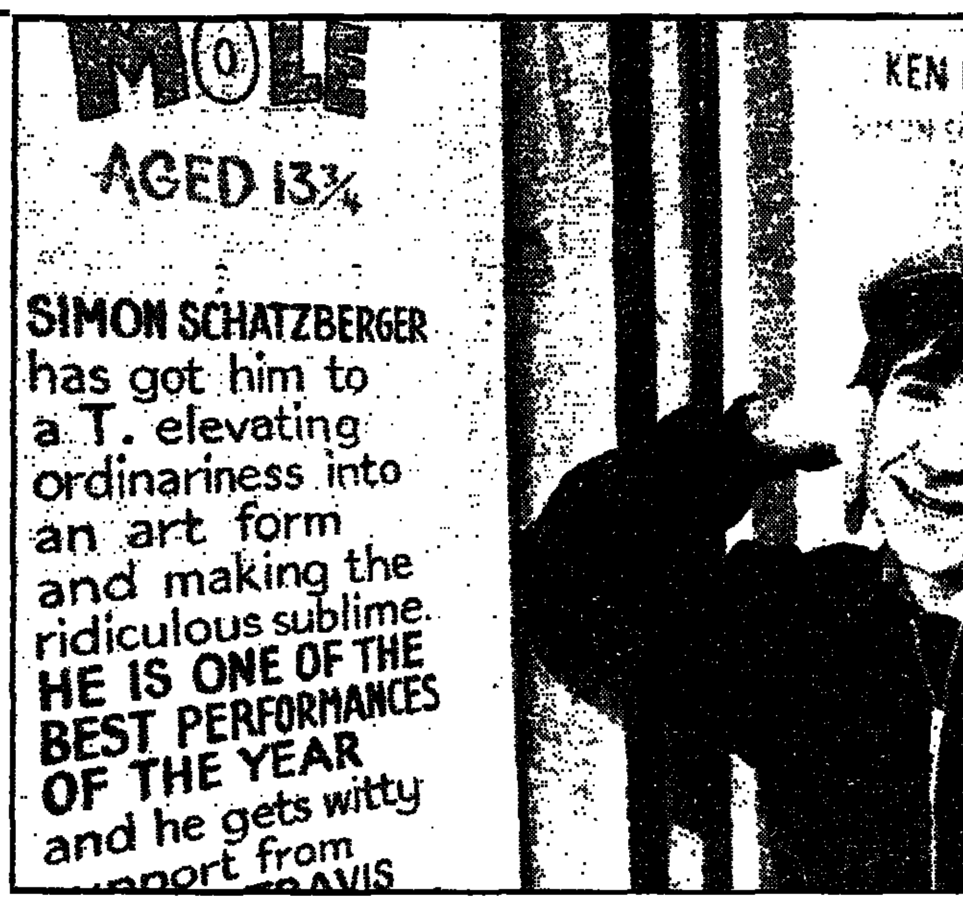
THE COMPANIES ACT, 1948. IN THE MATTER OF LEXHAM GARAGE LIMITED. Court No. 005707 of 1984. Nature of Business: Garage Proprietors. Winding-up Order made 5th November, 1984. Date and place of first meetings: Creditors: 24th January, 1985, at Room G20, Atlantic House, Holborn Viaduct, London EC1N 2HD at 2.00 o'clock; Contributories: On the same day and at the same place at 2.30 o'clock. J. L. P. POPE, Official Receiver and Provisional Liquidator.

THE COMPANIES ACT, 1948. IN THE MATTER OF SPARROWPOINT LIMITED. Court No 005725 of 1984. Nature of Business: Plastering contractors. Winding-up Order made 5th November 1984. Date and place of first meetings. Creditors 24th January 1985, at Room G20, Atlantic House, Holborn Viaduct, London, EC1N 2HD at 10 o'clock. Contributories On the same day and at the same place at 10.30 o'clock. J. L. P. POPE, Official Receiver and Provisional Liquidator.

THE COMPANIES ACT, 1948. IN THE MATTER OF MERIDIAN MOTORS LIMITED. Court No. 006440 of 1984. Nature of Business: Used Car Dealers. Winding-up Order made 26th November, 1984. Date and place of first meetings: Creditors: 25th January, 1985, at Room G20, Atlantic House, Holborn Viaduct, London EC1N 2HD at 2.00 o'clock; Contributories: On the same day and at the same place at 2.30 o'clock. G. B. GILLVRAY, Official Receiver and Provisional Liquidator.

The problems of being a stage Mole...

BY LYNNE EDMUNDS



Picture by PAUL ARMIGER

LEFT: Simon Schatzberger, who plays the lead in "The Secret Diary of Adrian Mole," outside Wyndham's Theatre in London's West End.

SIMON SCHATZBERGER insists that he is in no danger of being submerged in the character of Adrian Mole, the anxious adolescent he plays in the new West End hit musical play, even though young fans write to him as though they were one and the same.

All the same, the reason he arrived breathlessly late for our interview was, he admitted, rather "Moleish."

He had locked himself in at the flat where he is staying with another cast member of "The Secret Diary of Adrian Mole," had to break out through the back, then climb over gardens and knock on strangers' doors to be let through into the street.

But Simon, 17 in March, doesn't seem to have that much in common with the character from Sue Townsend's best-selling books, whom he plays non-stop for 2½ hours eight times a week. Adrian agonises entertainingly over everything from his physical attributes to his intellectual ambitions, and love for the precocious Pandora, while struggling to make sense of his parents' emotional antics.

Simon, perky with humorous blue eyes, struggled on in some pain for the final rehearsals, and several weeks' performances, with a broken arm in plaster. (He fell over a bar that was part of the scenery.) Having no understudy at that point he felt he had to do it to save the show, but he admits offhandedly that for the first three weeks the pain was bad every time he moved.

Now his arm is out of plaster and all the last-minute changes in action and dialogue he also had to contend with — in his first-ever role in the professional theatre — have been dropped.

"There's a lot that's physical in the part," he said. "Getting beaten up by the school bully, and falling about on stage. I can manage all that again now."

But although the demands of the part leave Simon so exhausted that his only recreation these days is . . . "sleep, basically" . . . he is obviously revelling in it all.

Devoid of any theatrical mannerisms, this young man, who had previously only appeared on the amateur operatic stage in his native Nottingham and with the go-ahead drama department of his comprehensive school, already talks like a veteran.

"I keep trying new things and different intonations on the audience, and when I find they work, I stick to them. You can relax into a play when it's going to go on running" — bookings for the next few months are extremely healthy — "and I'm getting to know Adrian more all the time."

There is a high percentage of teenagers and preteens in the audience and, like Simon, they empathise with Adrian as he struggles with adolescent pretensions and traumas.

"They write to me, using his name, and ask things like 'How can I be an intellectual like you?' A lot of them don't think it's a funny play at all and they say how they're going through just the same kind of problems. They find some of it very painful and cringe in their seats."

Simon, though, really seems to be the exception to the stereotyped, tormented adolescent. The son of a bingo-caller who could not take up his chance of a singing career, his interest in acting was stimulated by his elder brother Elliot. Simon followed him into the Central Television Workshop in Nottingham (and their younger sister Julie has just made it a trio). Two roles in children's television are Simon's only other commercial experience.

"I was one of a group of four average schoolboys who got into trouble in one play and then I played a purple alien in a space farce."

He recalls how he nearly fainted in the latter because the big, floppy fibreglass ears he had to wear for the part not only deafened him but sent his temperature up dramatically.

"I just feel so lucky to have landed this part and had such a brilliant start on stage," he said. His future, he feels, is wide open. He hopes the play will run and run and that he will be offered other parts. (Incomprehensibly, the television version, due to start filming at Thames in the spring, will, as a policy decision, have a totally different set of actors.)

If no offers materialise he is prepared to pick up his original plans and do a drama course in Nottingham. "What I would like is to play the widest and most varied range of parts — and to go on singing. I'm going to take lessons to learn the correct techniques for that in the spring."

EATING IN WITH THE WHOLEFOOD COOK

FILLING IDEAS FOR AFTER-SCHOOL APPETITES

"I CANNOT possibly give them sausages again," is the groan that I have heard from many mothers, pondering yet again the question of what they should give their children when they come in from school. They are extremely hungry and often tired; they want to eat now, and cannot possibly wait until Dad comes home in two hours' time.

The answer is something quick and nutritious which can look after itself while you are out on the school run.

Baked potatoes can sit in the oven for one and a half hours without any attention being paid to them. During the day, make a filling and tasty mixture to go on the top, so that all you have to do when the children come home is take the potato out of the oven and heat the topping.

Large wholewheat baps with savoury fillings are very satisfying. To make them fit for a winter's evening, fill them, put them into roasting bags and then into the oven so that the bread crisps and a soft and cheesy filling will begin to melt.

If your children have to be collected, prepare the baps and heat the oven before you go out.

Things on toast are many a mother's standby. Again, the bread can be sliced and the topping or spread can be prepared in advance.

Pasta shapes are one of my standbys for an easy meal. You can cook these in advance and reheat them with a little butter or margarine, chopped tomatoes and small amounts of diced meat, such as ham or corned beef.

Or you can make a mixed version of cauliflower and macaroni cheese which may not be very original but which is always enjoyed by children since it is very substantial and its flavours are mild.

Pancakes seem to be another children's favourite. They can be made and filled in advance and put into a hot oven for a few minutes to be reheated. Quiches and pies, with a variety of fillings, can all be cooked in advance. Serve them cold or reheat them for 10 minutes in a hot oven.

Gail Duff

THE RECIPES

BAKED POTATOES

METHOD: Scrub medium to large, even-sized potatoes, prick them twice on both sides with a fork. Put the potatoes on the oven rack and turn the oven to 400F (Gas 6). Cook the potatoes for 1½hr. If you are putting the potatoes into a pre-heated oven, cook them for 1¼ hr. When done, they should have soft, fluffy middles and delicious crispy skins.

LENTIL BAKED POTATO TOPPING

INGREDIENTS: 2 medium carrots; 1 small onion; 1 large celery stick; 2 tablespoons oil; ½ garlic clove (optional); 3oz split red lentils; ½ pint stock; ½ teaspoon Marmite or other yeast extract.

METHOD: Finely grate the carrots. Finely chop the onion and celery. Heat the oil in a saucepan on a low heat. Stir in the carrots, onion, celery and garlic. Cover and cook gently for 5min. Stir in the lentils and cook, stirring for 1min. Add the stock and Marmite and bring to the boil. Cover and simmer for 30min or until the lentils are soft and use to top oven-baked potatoes.

SWEETCORN BAPS

INGREDIENTS: 4 wholemeal baps; 4 small tomatoes; 6 tablespoons tinned sweetcorn, drained; 4 teaspoons peach chutney; 6oz Edam cheese, grated.

METHOD: Heat the oven to 400F (Gas 6). Split the baps in half. Cut each tomato into four slices. Lay them on the bottom portions of the baps. Mix together the corn, chutney and cheese and divide the mixture between the baps. Sandwich the baps back together again. Put them, two at a time, into roasting bags. Lay them on a baking sheet and heat them in the oven for 10min.

LEICESTER CHEESE TOASTS

INGREDIENTS: 6oz Red Leicester cheese; 1 tablespoon tomato purée; 4 tablespoons milk; 8 large slices wholewheat bread; butter or vegetable margarine for toast if required.

METHOD: When you make cheese on toast it is very easy to cut off large slices to cover the bread and, before you know where you are, you have used nearly 1lb. Grate it first and cream it with something tasty to make a cheese spread and it will go much further.

In this recipe, grate the cheese and cream it with the tomato purée and milk. Toast the bread on one side only, turn it over and butter the other side if wished. Spread the cheese mixture over the toast and return the slices to the grill so that the cheese melts and bubbles. You will get an attractive marbling effect with the orange cheese and red purée. When the cheese just begins to melt, you can, if wished, lay sliced tomatoes on the top and return them to the grill to heat through.

PASTA AND CAULIFLOWER CHEESE

INGREDIENTS: 8oz wholewheat pasta shapes (spirals work well); 1 medium cauliflower; 1oz butter or vegetable margarine; 2 tablespoons wholewheat flour; ½ pint milk; 4oz Cheddar cheese, finely grated; 1 tablespoon wheatgerm.

METHOD: Cook the pasta shapes in lightly salted water for 15min or until cooked through. Drain them. Break the cauliflower into small florettes and steam for 10min or until just tender. Mix the pasta and cauliflower in a flat, ovenproof dish. Melt the butter or margarine in a saucepan on a medium heat. Stir in the flour and milk and bring to the boil, stirring. Simmer for 1min or until you have a thick sauce. Take the pan from the heat and beat two-thirds of the cheese into the sauce. Pour the sauce over the cauliflower and pasta. Scatter the remaining cheese and the wheatgerm over the top. While you go out to collect the children, let the oven be heating to 400F (Gas 6). When you get back, put the dish into the oven for 15min or until the cheese has melted and the top is beginning to brown.

PANCAKES

INGREDIENTS FOR BASIC MIXTURE: 4oz wholewheat flour; pinch of fine sea salt; 1 egg; 1 egg yolk; ¼ pint milk; ¼ pint water; 1 tablespoon oil; oil for frying.

METHOD: Put the flour and salt into a mixing bowl and make a well in the centre. Put in the egg and egg yolk and gradually begin to beat in flour from the edges. Mix together the milk and water and beat them into the flour a little at a time, until you have used half. Beat well, making sure the batter is smooth. Beat in the oil and then the remaining milk and water. Leave the batter to stand for 30min. To cook: heat 1 tablespoon oil in a 7in omelette pan on a medium heat. Put in 3 tablespoons of the batter and tip the pan to spread it out quickly. Cook until the underside is speckled brown, the top is set and the edges are beginning to look lacy. Turn it over and cook until the underside has browned. Lift the pancake on to a plate. Cook the others in the same way and leave them to cool. Makes eight pancakes. To fill pancakes, put a portion of the filling on one end in a long shape. Roll up the pancakes from that end. Lay the pancakes in a flat, ovenproof dish and cover them with foil. To reheat, put the dish into a preheated 400F (Gas 6) oven for 10min. The pancakes will be soft and moist so there is no need to make a sauce for them, but they can be scattered with grated Cheddar cheese if required.

SCRAMBLED EGG PANCAKE FILLING

INGREDIENTS: 4 eggs; 2oz Farmhouse Cheddar cheese, finely grated; 2oz mushrooms; 8oz tomatoes; 1oz butter.

METHOD: Beat the eggs with the cheese. Finely chop the mushrooms. Scald, skin and chop the tomatoes. Melt the butter in a saucepan on a low heat. Put in the mushrooms and cook them for 2min. Pour in the egg and cheese mixture and cook it, stirring, until it sets into a scramble. Stir in the tomatoes. Cool the mixture before using it to fill the ready-prepared pancakes.

VIEWPOINT

YOU may, unknowingly, be a member of CALM: acronym for Campaign Against Loud Music.

It is rather a local movement as yet, launched by myself and a few friends, to persuade landlords of some pubs to reduce the volume of their juke-boxes and other nasties.

Some success can be reported. At least half a dozen people known to me locally have left noisy pubs for quieter watering holes.

One we use is normally quiet at lunch - time, in deference to the more elderly patrons. At night, when the teenagers take over, and at discos, it is another matter.

At Brighton recently a man who complained to the landlord about undue noise was told "the others like it." But when he spoke to some of "the others" he soon collected 30 signatures of those who did not like it: a victory for CALM.

There is no doubt that some decibel levels in pubs, and other public places, would be illegal in a factory, without ear protection.

No doubt in 30 years or so we shall have a large proportion of hard-of-hearing middle-aged people.

In ordinary everyday pubs where people go for what used to be called "a quiet drink," CALM can, by gentle pressure, help increase the quality of life. There is no organisation: just grumble away, quietly of course, and CALM may prevail.

REG FOSTER

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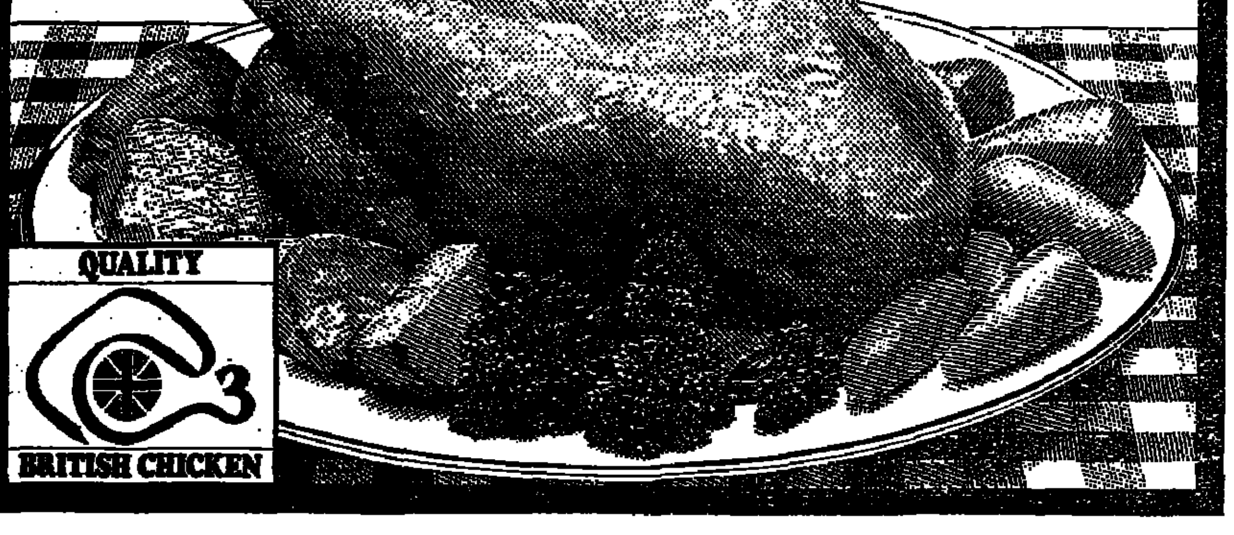

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GENEVA AND AFTER

IT WOULD HAVE BEEN truly astonishing if after those several gruelling hours talking in Geneva Mr SHULTZ and Mr GROMYKO were to have claimed in their own different ways to have achieved peace in our time. For one thing the issues dividing East and West are too many and too complex to be solved by foreign ministers and, for another, the two superpowers have hardly been on speaking terms for more than a year and it is a long time since they managed to reach any major ratifiable agreements. Yet it would appear that the talks about talks in Geneva have confounded the sceptics and the pessimists and have been a success. After having traded insults and rhetoric for so long the United States and the Soviet Union have managed to agree on negotiations which, to quote Mr SHULTZ, are aimed at "preventing an arms race in space, and terminating it on earth."

President REAGAN's sincerity in pursuing this goal should not now be doubted. Before Geneva tons of newsprint were devoted to emphasising the differences within the Administration on its whole approach to the Soviet Union. But it should be noted that the stated American position, at its most simple, was to encourage the Kremlin to resume talks on reducing medium and long-range missiles in exchange for "discussions" on space weapons and anti-missile defences. Something along these lines, and without pre-conditions and prior understandings, has been achieved by a determined Mr SHULTZ who, significantly, had Mr REAGAN's national security adviser, Mr MCFARLANE, right by his side throughout the hard bargaining. It may well be that it is Mr GROMYKO, who will have to work hard explaining the results to the Politburo.

This is surely a reasonable assessment. Such are the complexities, let alone the controversies, of the arms control negotiations, that it will take many months, even years, before any major new agreements are reached, ratified, and implemented. There is thus a lot more East-West wrangling on the horizon. The Geneva meeting has not managed to forge a fundamentally new relationship. Simply there is going to be some dialogue now which might just be able to produce a measure of stability somewhere between the so-called detente of the early 1970s and the post-Afghanistan years of antagonism. This is surely a good thing.

INDUSTRIAL ARCHAEOLOGY

THE QUIET BUT STEADY return to work of miners this week, while not everything that an American tycoon might hope for, is thoroughly respectable. With 1,958 men back so far this week the pit men have resumed the thick trickle of November. No one should be so foolish as to predict an early collapse of this foolish, tragic strike. But there is erosion. North Derbyshire now has a majority of its miners at work. Kellingly in South Yorkshire is working at a modest level without permission from Mr SCARGILL.

The irony is that had Mr SCARGILL been as skilled a strategist as he is a tactician he might have put together from the July offers and the Nacods settlement a deal which would have passed in a moderate light for victory. Given the same assertive powers which have claimed the return of 1,200 men in one day as "a catastrophe for the Coal Board" he could have asserted victory, and many people from miners to Conservative MPs, would have agreed with him. Now like that unfortunate naval midshipman discovered intact (since 1846) in Canada last year, he and his union are set in thick ice. All talk of extracting them by concessions, spurious or real, is quite naive. For this strike is the product of two things. One of them, the syndico-revolutionary potential of street politics as personally seen in a vision by Mr SCARGILL, we can forget about. But there is something else. People living in cut-off, economically unhopeful pit villages in South Wales and parts of Scotland do have genuine pre-Scargill feelings that the world which was their's is a world that is their's no more.

They are striking because they wish to continue being miners in Glamorgan and refuse absolutely to become miners in Leicestershire. Without wishing to be unkind to deeply held feelings this is irrational. The prospering, and working, miners of Nottinghamshire came originally in great numbers from the North-East. Fatfield and Chopwell in Durham are indeed ghost towns but the men who moved lived. The Industrial Revolution produced a vast migration. Mr SCARGILL will hate this, but his troops are marching against history.

THE WASHINGTON SHUFFLE

ON THE FACE OF IT, the decision of President REAGAN to permit his White House chief of staff, Mr JAMES BAKER, to switch jobs with Treasury Secretary DONALD REGAN is of rather less than earth-shattering significance. Although Mr BAKER had established himself as the second most powerful man within the Administration, it was no secret that he wanted a major cabinet post. Mr REGAN's ability has alway been as an administrator rather than as a theoretician and he can be expected to run the White House as a tight ship. What Mr REGAN may lack in subtle political skills, he makes up for with a forceful personality and a well-earned reputation for toughness in argument.

Of greater interest are the policy implications of Mr BAKER's arrival at the Treasury (assuming that there will be no problems with his Senate confirmation hearing next month). Mr BAKER very much belongs to the pragmatic wing of the Republican party. He is a moderate conservative who has little time for the economic and foreign policy ideologues who attached themselves to the first Reagan Administration. Indeed, it is a measure of his influence that they are rather thinner on the ground than they once were.

It is not realistic to expect Mr BAKER to make any major changes to the fiscal 1986 budget which the President will present to Congress in a few weeks time. It is, on the other hand, quite possible that with his huge experience on the Hill and his temperamental inclination for compromise, Mr BAKER will stand more chance than did his predecessor of negotiating a deal with Congressional leaders to cut the expanding budget deficit. If Mr BAKER was left to his own devices, there is little doubt that he would succeed—in the past he has been associated with the faction within the Administration which believes that there is no alternative to higher taxes and some restraint on ballooning defence expenditure. An early sign of whether Mr BAKER intends to fight hard for a realistic deficit reduction package will be the fate of the remaining supply-siders in the Treasury. A less ideologically committed U.S. Treasury would be the first step down the road to greater fiscal rectitude.

A FORMER TREASURY MINISTER WONDERS . . .

Are taxes *really* a burden?

By ENOCH POWELL, MP

I HAD better confess it at once: I enjoy paying tax. I understand what the American Supreme Court judge, Oliver Wendell Holmes, meant when he said that his happiest day in the year was the day he made out his tax return. In a parliamentary democracy, the payment of tax is the assertion of a right and a privilege, the citizen's badge of participation in government, the act which makes the Crown's business his business.

I always deplored the vandalism of Wilson and Heath when they agreed to abolish the traditional form of Royal Assent to the Finance Bill: *la Reine remercie ses bons sujets et accepte leur benevolence.*

Mind, I admit I am really talking about income tax, the tax which comes nearest to the ideal: non-discriminatory, non-regressive, a straightforward levy on the current spending power of the citizen. Your purist worshipper of the free market feels uneasy when ability to pay is assessed by expenditure on this or that, in other words when taxation is raised by making certain goods and services dearer.

Indirect taxation no doubt has ancient precedent behind it; it is beloved of countries where dishonesty and administrative inefficiency render direct taxation uncertain; and only a fanatical single-taxer would imagine dispensing with indirect taxation altogether. But I would sooner progressively reduce than increase our reliance upon it.

I make an exception in favour of rates. Rates, though an indirect tax, are a good tax because they are the indispensable price we pay for an indispensable good thing — local administration through responsible locally elected representatives, *alias* local government. An iron logic links accountability to taxation, and therefore *local* accountability to *local* taxation.

Local taxation presupposes a tax base which can be unequivocally identified with an administrative area. The wit of man has so far found only one formula which meets that requirement: the annual value of occupied property. Until someone produces a viable substitute I shall continue to sing my hymn of praise to rates.

★

THE foregoing recital of prejudices will enable the reader to judge with what anxiety I approach the fiscal objectives of the present administration and the philosophic justification for them that has been offered. The objectives have been threefold: to reduce taxation generally; to shift the tax burden from direct towards indirect taxation; to abolish rates or, failing that, to place control of them in the hands of central government.

The corresponding philosophy may be stated as follows: (1) taxation is a bad thing in itself, because people work or think less hard and take fewer risks in proportion as more of their income is transferred by taxation to the State; (2) people are motivated more by the nominal size of their disposable income than by what they can actually purchase with it; finally, (3) taxation is so powerful a political lever that no significant part of it ought to be outside central government's control.

What I have to say about all those three propositions is that I simply do not believe them. I suppose one could speculate on the economic consequences if taxation approached either zero or 100 per cent. What seems to me perverse and unrealistic is to suppose that any likely variation — say, 10 per cent. either way — in the level of taxation would alter the economic motivation of the mass of our population or the standards of value which their attitudes imply.

The springs of action in society are more profound and more complex than to permit of so trivial and mechanical an assumption. Men labour, think, invent, imagine because they must, because it is in their nature; and the organisation of the different human societies in which they do so differs. Wages and other tangible benefits are part of that organisation: they are not its actuating principle.

The idea that men will be made more economically efficient by increasing the proportion of their income left at their private disposal comes about through a fallacious extension of the idea of the market mechanism. Relative profitability and relative prices are useful, indeed indispensable, methods of measurement and of prediction; they do not explain or control the behaviour of society.

The Parthenon was not built in defiance of the laws of mechanics; but the laws of mechanics did not cause the Parthenon to be built. It is against this error that criticisms of the Government for "monetarism" and "inhumanity" are an instinctive protest.

The volume of total taxation, direct or indirect, is intimately connected with the proportion of society's total effort over which government disposes. I say "connected with," and not "equivalent to," because at the margin public expenditure can be financed — that is to say, effort can be harnessed — by two other methods, namely, by soliciting loans or by cheating (less candidly called "inflating the currency").

Copybook morality teaches that cheating is bad policy; and so it is. The determination of this Government eventually to stop cheating altogether and meantime only to cheat 5 per cent. or less is wholly admirable. None of its opponents dare come out openly and demand more cheating. But there is a wavering line between government cheating (i.e. borrowing from the banks) and Government borrowing from the public.

The cry goes up: "Borrow more. Then you can have more public spending or less taxation or a bit of both." It is a seductive Eve's apple; but there is a canker at its heart. To borrow money for a productive enterprise is to finance that production out of current saving, which is thoroughly good sense. Some public expenditure is on productive investment—though, God knows, not much of it. But the service of government debt is never charged upon that investment, because of the great truth discovered by our forefathers when they created the Consolidated Fund, the truth that all government receipts and expenditures are one and indivisible.

So government borrowing from the public is a form of cheating, too, though less heinous than borrowing from the banks. It amounts to one of two things. Either it is an intention to defraud the lenders and their successors by future inflation or it is a promise to redistribute a fraction of society's effort in future years in favour of those who then possess bits of government paper.

I conclude therefore that taxation ought to be the full and accurate measure of that fraction of the national effort which government is to be held responsible for directing. To reduce that fraction is to reduce taxation: and conversely to reduce taxation is to reduce that fraction. This Government came into office in 1979, and remains to this day, deeply and emotionally committed to that purpose. Yet it has presided over the reverse, an apparently inexorable growth of the crucial fraction.

★

THAT for some decisions it is unwise and mistaken to make government responsible, most people would probably agree. Where profitability and the market will do the job of allocation and discrimination, government is likely to be a capricious, prejudiced and ignorant arbiter. There is much "de-nationalisation" — in the broadest sense of the word — still well worth doing.

On the other hand, it is perfectly possible for a society to fix aims and ambitions of which the achievement can only be organised socially and it is the perception of this truth which lends non-partisan dignity to some — not all — of the agonised protest against deliberate and progressive shrinkage of the public sector in total.

Britain at the end of the 20th century, earning a trade surplus and enjoying rising material standards of life without employing the energies of all her people, may well be just such a society, and that could be the reason why the reduction of taxation and public expenditure has proved so tantalisingly elusive. If so, there is nothing absolute about the nature of taxation which need enslave us blindly to the purpose of reducing it.

LONDON DAY BY DAY

Row over soaring cost of RAF 'taxis'

A FURIOUS row is under way in Whitehall over the bills which the RAF's purse-keepers are charging for ferrying Ministers around Europe in their fleet of executive jets.

The cost of ministerial flights has soared since the last of the propeller-driven Devons were phased-out in favour of the luxurious and expensive HS 125s.

A number of Departments are now threatening to query their accounts with the RAF. Not only are they being charged £1,000 an hour in-flight but like a commercial air charter firm the RAF is charging them hefty waiting time—especially during the interminable late night negotiations at Brussels.

Ministers are, of course, free to travel on commercial air taxis if it saves money. But my senior RAF sources are adamant that despite the fuss and whatever the cost most Ministers prefer the comfort, superior facilities and most of all the prestige of travelling with the RAF.

Paramount Rowe

ONE of the film world's currently most closely-guarded secrets has slipped out to me with the news that the young, almost-unknown actor chosen for the starring role in Steven Spielberg's new film "Young Sherlock Holmes" is the Old Etonian son of a backbench Conservative MP.

The young man who has landed the part under the most prestigious film producer in the world is Nick Rowe, son of the MP for Mid-Kent, Andrew Rowe.

Rowe, whose father taught at Eton before entering Parliament, is playing the part between leaving school and going up to Bristol University next autumn. With Spielberg's record as producer of a series of hits like "Jaws," "E.T." and "Gremlins," Rowe's film career, which started two years ago with a minor role in "Another Country," should be in safe hands.

According to many indignant Welsh readers Lloyd George was at least partly right in claiming Oliver Cromwell for his nation and was not, as H. G. Wells suggested, exhibiting a native passion for attributing erroneously the achievements of great men to his small country. Cromwell's great-grandfather was one Sir Richard Williams who eventually adopted the surname Cromwell to emphasise his relationship with his famous uncle, Thomas Cromwell, Henry VIII's Chancellor.

Modest measurement

A FRIEND waiting to be fitted at the Bond Street hatters, Herbert Johnson, where an elaborate device is used to measure the size of heads on each visit could not help noticing the cards recording the measurements of Lieut-Gen Sir Brian Horrocks, who died this week.

They started with him as a young lieutenant in the First World War, then captain and so on up the military ladder—each recording an identical size. Thus there is concrete evidence that as Horrocks rose to become one of the most famous and dashing generals in the Second World War he never grew big headed.

Plastic problems

THE Midland Bank has, I hear, been deluged with complaints from angry customers over the past few days after automatic banking machines began gobbling up their cards.

The problem arose through the reciprical arrangement with the National Westminster Bank for customers to use their machines. The two banks' computers fell out of synchronisation because of a Midland Bank programming error in dating over the New Year, leaving hundreds of customers penniless, without cards and unable to withdraw cash outside banking hours.

Embarrassed Midland, already the target of takeover speculation, is now gathering up the cards which will be returned to their frustrated owners shortly.

Not big in Brooklyn

DAVID STEEL may be famous in Britain, but for all his hobnobbing with prominent American politicians like Senator Gary Hart, it seems that the Liberal leader's features are not instantly recognisable across the Atlantic.

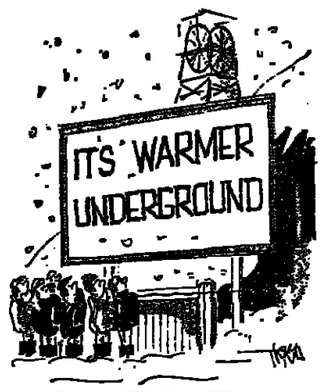
Publishers Weidenfeld have just completed the rights sale to the American house, Crown, of Steel's forthcoming book, "Border Country," a photographic tour of the region for which he provides the text. Crown particularly liked one picture of Steel and his son walking in the countryside close to his home at Ettrick Bridge and telexed: "We would like to see the photograph of the shepherds enlarged."

Chagall à son goût

YESTERDAY'S opening of the Royal Academy's Chagall exhibition represents a further move into arts sponsorship by shipping magnate James Sherwood, President of Sea Containers, albeit behind the scenes.

Sherwood previously sponsored the Academy's Genius of Venice show and even then had the idea of supporting a Chagall retrospective. Although he later decided he could not sponsor the new exhibition, he introduced the RA to someone who could, William Wood-Prince, of the First National Bank of Chicago, who collects Chagalls.

The bank came up with support and will surely be pleased that the exhibition has received the artist's help and approval. The Academy's President, Roger de Grey, announced at the opening that the 97-year-old painter's wife Valentina is hurrying over from Paris to see the show today.



Fox breaks cover

AT THE launch of his new book 'Antarctica and the South Atlantic" yesterday, Robert Fox who received an MBE for his BBC radio coverage of the Falklands campaign, stressed the similarities between the hardy settlers of the islands and their cousins in Patagonia, Argentina. He suggested controversially that it might be sensible to unite them under one government.

Fox originally wanted to call his book "From Disappointment to Deception" after the two capes on Antarctic islands so named by Captain Cook. But the next book, he joked, *will* be called "Despair"—"that will be about the BBC."

Fall-out zone

MUTUAL animosity and vituperation among London Tories over the abolition of the GLC appears to be reaching levels normally associated with comrades in the Labour party.

In response to a booklet by GLC councillor and former chairman of the Tory Reform Group, Rodney Gent, arguing in favour of the retention of a London-wide authority, the Tory leader of Hammersmith Council, Kim Howe, has fired off a stinging riposte.

After receiving the booklet in the post, Howe has written to Gent: "There are many overwhelmingly good reasons for abolishing the GLC, but I suppose a minor reason would be that people like you get elected to it."

Model employee

MY note that Mr A. Fox is Master of Hounds for the North Staffordshire Hunt has led a number of readers to point out that the hard-working administrative assistant to the Independent Programme Producers Association is one Miss Dilly Gent.

PETERBOROUGH

LETTERS TO THE EDITOR

DECISIONS ABOUT ARMS CONTROL

SIR—I have read with interest the excellent article by Mr David Shears (Jan. 4) on Strobe Talbott's "Deadly Gambits." Mr Shears is right to focus his comments on the insight which this book gives on the problems of arms control decision-making in the American Administration.

Mr Talbott's authoritative account makes clear that, in the Reagan Administration, usual inter-agency difficulties from the dispersal of power within the structure of the American Government have been intensified.

Mr Talbott says they have been intensified because of divergent positions of principle on the desirability of arms control with the Russians. Decisions were not made, and opportunities like the "walk in the woods" compromise developed in Geneva, Intermediate range talks by the United States's negotiators, Mr Paul Nitze, were allowed to expire unexploited.

Something has now been done to improve decision-making. The President has instructed his National Security adviser, Mr Robert McFarlane, to chair an inter-agency co-ordinating committee on arms control policy, similar to those chaired by his predecessors Dr Kissinger and Dr Zbigniew Brzezinski, and the President has approved the appointment of Mr Nitze as chief adviser on arms control to the Secretary of State, Mr Shultz.

Neither Mr Shears nor Mr Talbott dwell on the role of Congress in arms control decision-making. The constitutional separation of powers, despite the visible disorder it creates in reaching decisions on national policy, does give the United States Congress some right of co-determination in foreign policy and arms control which it has been increasingly active in using.

In the coming period, Congress will continue to press the President to show greater flexibility in reaching an agreement on reduction of nuclear weapons, and greater realism in recognising the impetus his plans for space-biased missile defence can give the arms race and in coming to equitable terms with the Russians on this subject.

We need all the help of his kind we can get if the lengthy negotiations ahead are to have any positive outcome.

JONATHAN DEAN
Arms Control Adviser,
Union of Concerned Scientists,
Washington, D.C.

Lack of consultation on Sunday post

SIR—I refer to the recently published letter of Mr Jerry Wiggin, MP, on the subject of Sunday postal collections.

I would draw Mr Wiggin's attention to the fact that it was the Post Office Board which abolished the service in May, 1976, without any consultation with the union, or allowing any comments from the public.

It is a pity that MPs at that time did little or nothing to place pressure on the Post Office, and it is no good now for people like Mr Wiggin to complain about this situation, nearly nine years later.

Is it any wonder that when eventually, the Post Office did seek to re-introduce Sunday collections there was opposition from the staff who had enjoyed being at home with their families for one day a week? Furthermore, they had become accustomed to the lower take home pay as a result of not working on Sundays.

I fail to understand how Mr Wiggin can associate the Post Office with the banks. At no time has the Post Office abolished Saturday working, and I cannot recall when banks have opened on Sundays.

We still have one of the best postal services in the world, and it saddens me as a Post Office employee with almost 24 years' service to hear and read only adverse comments. All postal staff, I believe, accept that everything is not perfect but it would be an encouragement to hear and read a little more of Post Office achievements.

ROY WARD
Middlesbrough.

Cost of special trains

SIR—I am surprised that Mr Jerry Wiggin, as an obvious supporter of a cost-cutting Government, is unaware of the reason why the Post Office does not re-introduce the Sunday collection and the weekend despatch of mail.

It has very little to do with the unions. The real reason is because of the very high cost which the Post Office would have to pay British Rail for the provision and running of the special mail trains which would be needed throughout the country, in addition to the overtime rates for all Post Office and British Rail staff.

J. E. C. HINCHLIFFE
Chairman,
Post and Telecom Advisory Ctee,
Hereford.

Starved of wealth

SIR—I represent many small businesses in this country who agree that unemployment can be drastically reduced by encouraging the entrepreneur.

To the average unemployed person, however, the idea of starting a business is a daunting task. A visit to the local bank manager will doubtless prove yet again that banks will only lend money to people who can prove that they do not need it. The old cry for "guarantees" and the often negative answer to this cry will result in no loan, no business and no wealth creation.

It is traditional inflexibility of the banking system that is starving this country of tomorrow's entrepreneurs. A solution is for a special tax based on turnover to be levied on each commercial bank at the next Budget, this "tax" to be payable to the Inland Revenue less the amount lent to new entrepreneurs. Thus if a bank were to lend 40 per cent. of this sum to new businesses the remaining 60 per cent. would be "taxable."

This new "tax" would be the guarantee that the banking system needs. Many unemployed people would at last be given the chance to make their own way and the bank that often says no would have to say yes whether it liked it or not.

MARK STRACHAN
Man. Director, Domark Ltd.,
London S.W.20.

Cynical road tax

SIR—I am not surprised that tax-dodging drivers are costing the Government about £90 million a year.

Who can blame them?

Nothing is done for the motorist: either to reduce the amount of taxation imposed upon petrol sales—after all, the introduction of North Sea oil was supposed to make us rich—or for the conditions of the roads, which become progressively worse, witness the basic cause of the horrific M25 crash, the lack of the central reservation speed warning lights. Even now, they are not to be erected until 1988.

Some years ago, when the late Sir Gerald Nabarro discovered, prior to Budget Day, that the road tax was to be increased from £15/20 to £35, there was uproar in the House, and it was only increased to £25.

Nowadays there is a complete and cynical disregard for the fundamental rights of the motorist, and they are looked upon solely as a means of raising revenue by this Government, which gives nothing back in return.

L. D. GLAZER
Edgware, Middx.

Whisky loch

SIR—With reference to the report (Dec. 31) of the surplus whisky—a whisky *loch* surely?

There is, I think, only one lake in Scotland, namely, the Lake of Monteith.

(Mrs) E. M. MASSEY
Petersfield, Hants.

Injectable drugs available from addicts

SIR—As the relative of a former heroin addict, I share Mrs Mary Stuart's concern regarding the increasing tragedy of drug addiction and the ready availability of drugs in many of our communities (Dec. 31).

Many countries since the Shanghai Conference in 1909 have tried to control the manufacture, importation and distribution of drugs but with limited success. The economy of certain countries is greatly dependent on the production of narcotics.

Drug seizures (representing probably less than 10 per cent. of imported drugs) continue to rise and at an alarming rate; 2·8 kilos of heroin were seized in 1974 whereas in the past 12 months the figure has risen to 260 kilos. Since 1980 the world wide opium poppy production has increased 50 per cent, the coca production 40 per cent, and the cannabis production 20 per cent.

Pure unadulterated heroin or physeptone in injectable form will always be available from those addicts who are prepared to sell their legally prescribed surplus, whether the prescription comes from a doctor working in a "clinic" or in private practice.

It is obviously very difficult, if not impossible, to provide absolute clinical control over any drugs used in the treatment of drug abuse. Nevertheless the presence of a relatively small amount of pure "injectables" at street level compared to the vast amounts of the more lethal "illicit injectables," should not be allowed to propagate our current treatment philosophy which is very much against the use of "injectables" in treatment.

If we wish to help addicts, we need to encourage them to seek treatment in the first place. Less than 10 per cent. of drug addicts seek any form of treatment and of those who do seek help less than 50 per cent. go to the established treatment centres, the drug dependency units. Is this the result of an effective system of therapy?

Seventy-four per cent. of drug addicts first notified in 1981 were addicted to heroin in the first place. Heroin has been used as a relatively safe and effective medicine since its discovery in 1874: regretfully due to the injudicious prescribing of a relatively small number of medical practitioners, its use in the treatment of drug abuse was severely curtailed following the second Brain Committee report in 1968.

I believe that much of the discussion concerning heroin within the media serves little purpose save to increase its undeserved mystique; this is of benefit to no-one save to the criminal who can promote and magnify the tragic experimentation of our youth with drugs to the tremendous financial advantage of criminal organisations.

Illicit heroin sale at street level over the past 12 months may well have amounted to between £200 million and £300 million.

It is time we reassessed our attitudes towards the complex problems of drug abuse. Time is not on our side.

P. R. W. MONAHAN
Marlborough, Wilts.

A bad agreement

SIR—I refer to Mr A. P. B. Cunningham's letter (Jan. 4) on the plight of the aged with blocked funds in Zimbabwe.

The Lancaster House agreement, although widely acclaimed, is viewed by many as one of the worst in the country's colonial history.

In particular, the part played by the Conservative party has by no means been noteworthy: its silence whenever blocked funds have been mentioned has been almost deafening.

There have been one or two honourable exceptions and in particular, I would mention Sir Patrick Wall. He has given the matter a lot of attention and has beavered away for some years in an attempt to get some action.

If enough like-minded Members could be rallied it might be possible to get action: after all, we have given or committed a total of £105 million and, make no mistake, this will not be the last of the demands to be made upon us.

H. SMITH
Farnham, Surrey.

Fit for all seasons

SIR—I was born and bred in Sussex. In the 'twenties and 'thirties Easter Sunday lunch, no matter on which date Easter fell, was always the first Southdown lamb with mint sauce. With the autumn came roast leg of mutton with red-currant jelly, or boiled leg of mutton with caper sauce.

According to Mrs Beeton, *circa* 1937, lamb is at its best between ten to 12 weeks old, seasonable March to September. Mutton is in perfection between four and five years old, seasonable all the year round, best from September to April.

(Mrs) M. MOXON
Weymouth, Dorset.

Schools of thought

SIR—I see that Mr Fred Jarvis, general Secretary of the National Union of Teachers (report, Jan. 5), objects to teachers being compared with people in industry. This is splendid news if it means that teachers will no longer be urged to take "industrial" action.

R. J. COLE
Amersham, Bucks.

هكذا في الأصل

More Britons enjoying longer and healthier lives

MORE Britons own their own homes, eat healthier diets, live longer and are moving to the country. More are going to prison, living in one-parent families and having illegitimate babies. There are also fewer abortions.

These are just a few of the facts and figures revealed today in the 15th annual edition of "Social Trends," compiled by the Government's Central Statistical Office.

Reports by BRENDA PARRY

The proportion of illegitimate births continues to rise. In 1983 16 per cent. of all live births in England and Wales were illegitimate, more than 2½ times the proportion in 1961 although the general birth rate is declining.

There were 694,000 live births in Britain in 1983, more than 10 per cent. more than the trough in 1977, but 29 per cent. less than the peak year for births in 1964.

But with the general fertility rate in 1983 at 60 births per thousand women of child-bearing age, it is below that necessary for the long-term replacement of the population.

Adoptions fall

The number of adoptions in Britain fell by 11 per cent. to 10,000 in 1983 after a three per cent. rise in 1982 thereby resuming the downward trend of the last decade. The number is now less than half the 1971 total of 23,000 adoptions.

One conclusion is that many more lone parents are now willing and more able to support illegitimate children. Another is that couples with established relationships are choosing to have their children outside of matrimony, making fewer babies available for adoption.

Despite the greater availability of contraception, there were 127,000 abortions in England and Wales in 1983, a figure similar to those in the years from 1980, but an increase of 34 per cent. over 1971.

More than a quarter of the 1983 abortions were carried out on girls under 20 and the proportion carried out on single women was 58 per cent. as opposed to 47 per cent. in 1971. Just over half of the operations took place in private clinics or hospitals.

The survey makes the point that the usual reason for legal abortion is risk of injury to the physical or mental health of the woman concerned. Only about one or two per cent. of abortions each year are put down to the substantial risk of the child being born with abnormalities.

3 p.c. without baths

The number of households in Britain without a fixed bath or shower has fallen from 12 per cent. in 1971 to three per cent. in 1983, still an alarming figure to the many thousands who enjoy two-bathroom households.

There was a great increase in the numbers of people holidaying abroad. In 1971 only 36 per cent. of adults in Britain had been abroad on holiday; by 1983 this proportion had risen to 62 per cent.

Spain remains the most popular overseas destination, while at home it is the West Country.

There has been a trend for an increasing number of people to take more than one holiday each year.

The proportion of adults who smoke was substantially lower in 1982 than in 1972. In 1982 38 per cent. of men and 33 per cent. of women smoked compared with 52 per cent. and 42 per cent. respectively in 1972, the year after the health warning was first printed on cigarette packets.

Heavy alcohol consumption is found to be more prevalent among unemployed men, despite the fact that their incomes are generally lower than people in work. But the proportion of abstainers was also twice as high among the jobless as those in work.

There were also higher proportions of heavy drinking among men in manual occupations.

People's eating habits appear to have improved during the past 20 years. More pork and poultry is being eaten but much less beef, veal, mutton and lamb. Consumption of butter fell by 47 per cent. while that of margarine and other fats rose by 24 and 30 per cent. respectively.

With the country's prisons already overcrowded, the average population of prison establishments in England and Wales is projected to increase by 12 per cent. between 1982 and 1992, compared with a projected increase of about two per cent. in the population aged 15 or over.

Moving away

In 1983 the population living in Great Britain was 56 million, half a million more than in 1971, but the number of people aged 65 or over has increased by more than two million since 1961 which means that pensioners now make up 15 per cent. of the population.

In 1981 almost 90 per cent. of the population of England and Wales lived in urban areas, but now people are moving away. Between 1971 and 1981 the numbers living in smaller urban areas increased by nearly 10 per cent., and the number in rural areas increased by just over five per cent. with predominantly rural East Anglia having the fastest growing population.

About 94 per cent. of the population of Britain in 1983 was of white ethnic origin.

Of the remainder, nearly three-fifths of the West Indian or Guyanese and over two-fifths of the Indian population lived in Greater London. The population of Pakistani ethnic origin lived predominantly in Greater London and in the West Midlands and West Yorkshire.

Nearly half the 665,000 deaths in Britain in 1982 were from circulatory disorders and the next largest cause of death was cancer, accounting for about 150,000 lives.

Social Trends, edited by Deo Ram- [illegible] by H.M.S.O. and is available from Government bookshops and through booksellers, price £19·95.

Walking and television are top pursuits

WATCHING television and going for walks are the most popular leisure activities for men and women in Britain today, according to the survey.

People spend more time watching television than listening to the radio, with average weekly viewing times in the first quarter of last year being 21¾ hours among men and 25½ hours among women.

By far the most popular sporting activity among men and women is walking. Nineteen per cent of men and 17 per cent of women had been for a walk of at least two miles in the month before interview in 1983.

Billiards, snooker and darts are also popular among men while swimming is the second most popular sporting activity for women.

Spectator sports

Wathcing sporting events is a male-dominated activity, with footbal lstill by far the most popular spectator sport followed by rugby and then cricket.

But attendances at football matches have been falling almost continuously since shortly after the 1939-45 war.

Other popular leisure pastimes for men and women are listening to records and tapes at home, gardening, going out for a meal or a drink, reading and DIY.

The survey found that men were more likely to read newspapers than women, while a slightly higher proportion of adults read Sunday newspapers than read daily morning national newspapers.

The daily newspaper with the largest number of readers per copy is the FINANCIAL TIMES with 4·78.

The RADIO TIMES and TV TIMES are the most popular of the general weeklies but COUNTRY LIFE has the highest number of readers per copy of any general weekly at 21·5 because of its long life in waiting rooms.

Men branded as Lazy in the home

MEN are branded as lazy in the home by the social trends survey.

Despite the fact that they have more than six hours a week more free time than their wives, husbands seem to play very little part in many of the major and most time-consuming household jobs, such as cleaning, cooking, washing and ironing.

Men are more inclined to participate in shopping and washing dishes, but come into their own only in respect of money and household repairs.

Husbands' admission

Nearly three-quarters of wives claimed to do all or most of the housework, and among husbands the proportion who admitted that their wives did all or most of the housework was only slightly lower.

The survey showed that washing and ironing was the least popular task among men, with only one per cent. performing this duty compared with 89 per cent. of women, and 10 per cent. shared equally.

Only five per cent. of men prepare the evening meal; three per cent. carry out household cleaning duties; five per cent. household shopping; and 17 per cent. wash the evening dishes. But when household gadgets break down, repairs are carried out by 82 per cent. of husbands.

BLACKS 'DENIED JOBS BECAUSE OF COLOUR'

The vast majority of the population believe Britain is a racially-prejudiced society and that black people and Asians are denied jobs because of their race, the survey states.

Ninety per cent. of people said there was prejudice against Asians and blacks. The younger a person, the more likely he or she is to see Britain as a prejudiced country.

Nearly two thirds of the population thought that black people and Asians were denied jobs because of their race and around 70 per cent. supported laws against racial discrimination.

43 pc OF LETTERS SENT 1ST CLASS

More than 43 per cent. of the 10·2 billion inland letters posted in 1983/84 were sent first class, compared with 33 per cent. in 1975-76, the survey reports.

And the number of inland telephone calls in the United Kingdom in the same year, 22·6 billion, was more than double the total in 1970-71.

Half country's wealth owned by 5 p.c.

NEARLY half the marketable wealth of Britain is owned by a tiny proportion of the population, the survey states.

In 1982, the richest five per cent. of the adult population owned 41 per cent. of marketable wealth, but only 24 per cent. of all wealth including pension rights.

The survey concludes that inequality in the distribution of wealth is reduced by pension rights, which represents an increasingly important component of personal wealth.

Apart from housing and land, few forms of marketable wealth have kept pace in value with inflation, says the survey.

Between 1982 and 1983 the average gross weekly earnings of all male full-time employees rose from £150 to £163—an increase of about eight per cent. The average gross weekly income for all female full-time employees was about £109, almost 10 per cent. higher than in April, 1982.

Miners highest paid

Coal miners were, on average the highest paid of manual workers, although the differential between them and those working in the gas, electricity and water industries diminished between 1982 and 1983.

Agricultural workers remained the lowest paid group, with hourly earnings in 1983 at about 73 per cent. of the average for manual workers.

It took seven minutes' work for a married man on average earnings with a non-earning wife to pay for a large loaf of sliced white bread in 1983 — a minute less than the previous year.

Most household commodities could be bought in roughly the same period of working time, or slightly less, except for instant coffee, gas and coal, which all required more working time.

SEAT BELT SUCCESS

Deaths on the road were down following the introduction of compulsory wearing of seat belts. The total number of road users killed or seriously injured in 1983 was 17 per cent. lower than in 1961, the survey says.

FRIDGES ARE VITAL TO ALL HOMES

HOUSEHOLD gadgets such as deep-freezers are something of a luxury among tenants of local authority new town homes, according to the survey.

But television sets and refrigerators are vital pieces of equipment for all householders.

In 1983, 98 per cent. of all homes had a television — 81 per cent. colour and 17 per cent. black and white — compared with 66 per cent colour and 31 per cent. black and white in 1979.

Among owner-occupiers in 1983 88 per cent. owned a colour TV and 11 per cent. a black and white set, compared with ownership of 73 per cent. and 25 per cent. among council tenants.

Even spread

Ninety-four per cent. of homes had a refrigerator, with ownership spread evenly among private and council homes, but only 41 per cent. of council tenants owned a deep-freezer, compared with 70 per cent. of owner-occupiers.

More than three-quarters of homes had a telephone compared with fewer than half 10 years earlier and 64 per cent. had central heating against 39 per cent. in 1973.

Car ownership in Britain has remained fairly steady at 45 per cent. but there has been a small increase to 16 per cent. in the number of homes with two or more cars.

DRUG ADDICTS RISE

The number of new narcotic drug addicts notified to the Home Office more than quadrupled between 1976 and 1983. Between 1982 and 1983 the number rose by 50 per cent. the survey notes.

Mrs Kim Cotton with her surrogate baby. The six-day-old infant, who has been made a ward of court, is still in a Barnet maternity hospital.

£49m OIL THEFT 'VICTIM'

By IAN BALL in New York

FREDERICK ED SOUDAN, a Texas businessman accused in what was called in a Houston court "the biggest oil fraud in this century," claimed at the opening of his trial to be a victim of pressure from Lloyd's of London.

According to the prosecution, Soudan, 49, a Lebanese-born commodities broker, who runs a Mercedes dealership in Houston, acquired a 319,000-ton supertanker, stole its $56 million (£49 million) cargo of oil and sank the ship all "without a dime in his pockets."

The oil, intended for shipping from Kuwait to Gibraltar, was allegedly unloaded at Durban and sold to the South African government which has been having difficulty in securing oil because of an embargo by Middle Eastern nations. The tanker, the Salem, was allegedly scuttled Jan. 17, 1980, off Senegal.

Mr Randy Bellows, prosecuting said Soudan might have succeeded in his plan but for the British merchant ship, the Trident, which happened on the scene as the Salem went under. The British crew were astonished to find sailors in the Salem's lifeboat fully dressed with coats and ties with packed suitcases and even some food.

American Dream

Lawyers for Soudan, who is being tried with his cousin and brother-in-law, Syrian-born Abdul Wahab al Ghazou, 47, claim his prosecution resulted from pressure from Lloyd's so as to neutralise any claim he might have for the sunken tanker which had been insured with them for $24 million (£21 million).

They claim their client had been "pursuing what is commonly called 'The American Dream'" when he acted as middleman in what he thought was a legitimate oil deal.

Although Soudan never tried to collect on the insurance policy, he is being sued in another Houston court by Loundes Lambert Group Limited, a Lloyd's underwriting firm, for $352,062 (£308,826) in unpaid premiums. His claim is that he did not know the oil had been stolen when he stole it.

GORILLA WEPT FOR PET CAT

A GORILLA who cried after learning its pet cat had been run over by a car will be allowed to select another kitten from a new litter, says the woman who taught the gorilla sign language.

Koko, 12, who has an estimated vocabulary of more than 500 sign-language words, had received the kitten after repeated requests, and the gorilla and its tiny companion had been featured in the latest issue of NATIONAL GEOGRAPHIC MAGAZINE.

But just days before Christmas, the cat was found dead alongside the road in Woodside, California, the apparent victim of a passing car.

Koko "really didn't say anything when I told her, but later when I left her with another workers, (the worker) said Koko was crying," said Penny Patterson, director of the Gorilla Foundation, a non-profit foundation.

Koko asked for a cat before Christmas in 1983 and again before her 12th birthday last July 4, Miss Patterson said.

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6RK 396035
17TL 572932
7VF 175045
9YT 375275
17ZF 937385.
26AW 262491
9BP 256410
4FN 088063
7KT 604193
6TW 811101
19TB 144219
4WW 725850
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Rapist gives Beethoven airing in Shanghai jail

By HUGH DAVIES in Shanghai

THE cell-blocks of Shanghai jail echoed yesterday to Beethoven's Ninth Symphony as "Conductor Chene," a convicted rapist, rehearsed the prison's orchestra and chorus.

Chen, a tall man in his 30s, waved his baton as if he were still on the rostrum at the city's radio and television studios.

Unhappily for him, he was forced to vacate the post recently after being convicted of sexually assaulting girls who wanted to join, the broadcasting ensemble as violinists.

He is now serving seven years, with his spare time devoted to introducing classical music to the less-fortunate, such as prisoner 5572, Zhao Derong, 27, a former glass-maker and bicycle thief.

Zhao, nearing the end of a four year stretch, has a marvellous tenor voice, and hitching up his blue overalls, he sang a plaintive self-composed ballad on life behind bars, "Don't Worry About Me Mother."

The refrain told of his wish to study hard, learn skills and "make my contribution to the motherland."

The jail, sturdily built by British workmen at the turn of the century, is a model institution within China's Lao-gai system of penal reform, re-education through labour.

The process, a so-called cleansing of criminal minds with hard labour and political theory, is still something that the authorities are reluctant to expose for foreign inspection.

However, municipal officials of Shanghai, who have kept their prisons closed to reporters for two years, decided to give me free access to all sections of their main jail, part of a provincial network including four labour farms and a series of homes for juvenile delinquents.

The prison is in Changyuang, a bustling avenue lined with plane trees in the north east of Shanghai.

Wang Chihe, 57, the governor, said that his only trouble with would-be escapers was when youths began long sentences. "Some young ones try it soon after arriving here. They hide under vans leaving the prison, but we always catch them.

"Our jobis re-education, and prisoners soon realise that the government wants to rescue them from their criminal life."

He claimed that only three per cent. of convicts returned to their own ways. "Some foreign lawyers who I meet query this, but it is perfectly true."

Of the 3,700 inmates, among them 300 women, only one or two per cent. were political prisoners.

'IMMORAL' NHS MAY BE SUED

By DAVID FLETCHER Health Services Correspondent

A MOVE to sue Oxfordshire Health Authority over the decision to halt life-saving dialysis treatment for Mr Derek Sage, a homeless kidney patient, was backed by the British Kidney Patients Association yesterday.

Mr Michael Hall, warden of the Oxford hostel where Mr Sage lived, said he believed the health authority had a statutory obligation to provide medical care

He said: "The hospital's decision was completely immorlal. It shows how homeless and poor people get second-rate treatment from the NHS.

Mrs Elizabeth Ward, president of the British Kidney Patients Association, said that the decision to "sentence a man to death" by cutting off his treatment was "horrendous." Her association would back a move to sue the authority.

Mr Sage is now being treated privately at the Hospital of St John and St Elizabeth, St John's Wood. The association is paying his £1,200 a month medical fees.

Freeze could be back by weekend

By GUY RAIS

OUTLOOK: *Continuing cold with severe frost*

ALTHOUGH temperatures were generally slightly up yesterday, the London Weather Centre warned that the big freeze could return by the weekend and continue until Monday, at least.

The centre said: "At the moment we are a battleground between the cold winds coming off the Continent and the mild winds from the Atlantic. And for the time being the Continental winds are winning."

Freezing fog yesterday replaced snow as the biggest hazard facing motorists.

The Greater London Ambulance service reported a record number of calls involving pedestrians who had slipped and been injured. There were 2,662 calls against the usual average of 1,700.

The sport of speed skating was revived yesterday on Bury Fen, near Earith, Cambridgeshire, which had been deliberately flooded to provide a course. The British professional championships are to be held tomorrow.

Death toll 100 on Continent

DEATHS caused by weather conditions rose above 100 yesterday as temperatures stayed well below freezing across the Continent, with snow falling on the palm trees and beaches of the French Riviera.

The cold has claimed at least 36 lives in France and the Government has ordered Paris Metro stations to stay open to shelter the homeless.

Spanish civil defence sources said 26 people had died so far from exposure or weather-related road accidents.

The polar cold caused serious damage of crops of Spanish oranges, French artichokes and lettuce and Algerian dates.

In Amsterdam the canals have frozen over and in West Germany tugs and fire boats worked as ice breakers on most major rivers.

294 COLD DEATHS

The death toll in two weeks of bitter cold in northern and eastern India has risen to 294.—Reuter.

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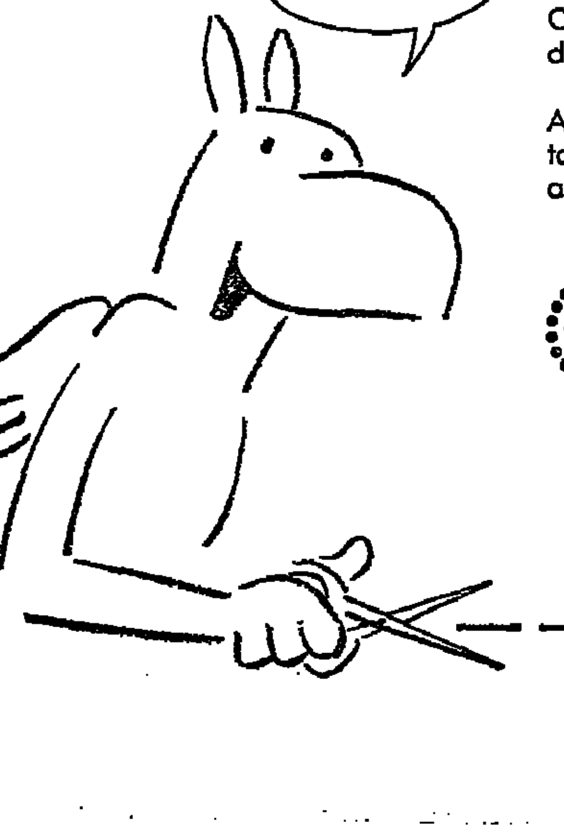

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Bulls keep up the pace

ACCOUNT: December 24-January 11.
PAY DAY: January 21.
BARGAINS TRANSACTED: 28,155.
RISES: 659, **FALLS:** 208.
UNCHANGED: 908.
EQUITY TURNOVER (Jan. 8):
Number of bargains 25,750;
value £500·45 million.
Shares traded 263·4 million.

F.T. STOCK INDICES, January 9, 1985

	Index	Change	1984-85 High	Low
Indust. Ord.	983·1	+ 11·9	983·1	755·3
Govt. Secs	81·83	– 0·34	83·77	75·2
Gold Mines	451·3	– 3·9	711·7	445·3
Fixed Int.	85·32	+ 0·10	87·48	80·43
Ord. Div. p.c.	4·41	– 0·04	5·29	4·23
Earn Yld p.c.	11·21	– 0·12	12·39	9·50
FT-SE 100:	1259·2	+ 15·7	1259·2	985·7

PROFIT-TAKING caused a period of hesitancy in London stock markets yesterday, but a minor decline served only to encourage new interest and the main investment sections enjoyed a further advance.

The bulls were confidently predicting an early breakthrough of the 1,000-level in THE FINANCIAL TIMES "30" share index which seemed quite capable of fulfilling these expectations as American and local institutions were still looking for any available lines of stock.

The "30" index finished the session with a rise of 11·9 to 983·1, while the "100" index also moved into new ground with a gain of 15·7 to 1259·2.

Those seeking an explanation for the headlong advance in share values were told that the market was experiencing its own form of inflation, with too much money chasing too little stock.

The industrial sections have impressed observers by the way in which they have bounced back from recent periods of uncertainty and brokers are still reporting that, even when they take profits for clients, the first question is "what do I buy with the money."

In other words, there is still solid backing for those who believe in the extention of the bull phase, although hiccups should be expected from time to time as the market consolidates.

Continued activity on the takeover front again fuelled bouts of activity. **P & O**, pending the outcome of merger discussions, were suspended at 325p and **Sterling Guarantee**, at 74p. **Wm Leech** returned from suspension after the agreed offer from C. H. Beazer and closed 32 higher at 170p, while Beazer themselves were 14 to the good at 386p. **Hoskins & Horton** rose 13 to 311p on the increased offer from London & Midland Industrials.

The shares of British Telecom rose afresh to 116p before closing 4 better at 115p: dealers suggest that this highly successful issue *has been instrumental in whetting* the public's appetite for other investment operations. **Cable & Wireless**, where the Telecom factor has certainly encouraged interest, rose 24 more to 507p.

Further consideration of the satisfactory money supply statistics and the resulting calmer feeling about interest rates prompted increased activity in government securities where the yields on offer were considered attractive. The printed price lists recorded widespread gains of up to £⅝, with the tone still improving after the official close.

There was solid support for leading bank shares, with **National Westminster** 17 higher at 614p and **Barclays** 12 up at 584p. **Midland**, still the subject of takeover hopes, rose 8 to 357p, while **Lloyds** ended 5 better at 549p. Merchant bankings issues also met demand, **Kleinwort Benson** rising 50 to 410p and **Schroders** 13 to 748p.

Breweries accelerated as new buyers found the market short of stock. **Bass were prominent** with a jump of 22 to 512p, while gains of 6p to 10p were seen in **Greenall Whitley**, at 171p, **Higsons**, at 93p, **Vaux**, at 272p, and **Matthew Brown**, at 296p.

Imperial Chemical Industries, whose second interim report is due on February 28, were bought up to a high of 750p, a gain of 12p.

Elsewhere in blue chips, American demand lifted **B O C Group** 17 to 278p, **B T R** 10 to 634p, and **Courtaulds** 8 to 150p. Late demand ahead of today's interim statement left **Thorn E M I** 20 higher at 477p.

Grand Metropolitan ended 7 up at 315p and **Trusthouse Forte** 5 better at 160p, but sellers predominated in **British Aerospace**, 8 down at 385p, and **Lucas Industries**, 9 lower at 254p, the later following a profits downgrading by brokers, Laing & Cruickshank.

Marks & Spencer were wanted and closed 7 up at 127p on reports that the company's shares had been placed on an American brokers "buy" list.

Takeover suggestions accompanied demand for **Redfearn National Glass**, 5 up at 88p, **L C P**, 2 firmer at 99p, after 101p, and **D R G**, 9 better at 161p. **Scapa Group** jumped 36 more to 476p as buyers discussed the prospect of another surge in the company's United States earnings. **Blue Arrow** hit another high at 146p, a rise of 8p.

Thin market conditions hastened advances in **Wolstenholme**, 21 higher at 203p, **S Pearson**, 20 up at 605p, **Invent Energy**, 30 better at 570p, and **Pleasurama**, 18 to the good at 398p. There was a speculative flurry in **Comtech**, 3½ firmer at 33½p.

The results from **Robert Horne** were well received and the shares jumped 24 to 156p. On the other hand, **Bespak** plummeted 53 to 280p on disappointment with their interim figures and subseqent selling in a sensitive market. **Johnson Matthey** were another dull spot at 66p, down 5p.

Racal Electronics, whose figures are expected on January 23, advanced 14 to 286p. **Bowthorpe** came into demand and closed 25 higher at 455p, while **G E C** improved to 220p and **Plessey** to 210p.

Demand continued for **F H Tomkins**, up another 12 to 165p, while **Howard Machinery**, where F H Tomkins has a stake after the takeover of Havters, were 2½ better at 14p. **Meggitt Holdings** attracted interest at 79p, a gain of 10p.

Among properties, **Mountleigh** rose 15 more to 300p on further consideration of Tuesday's figures, while **Capital & Counties** advanced to 214p, **London & Edinburgh** to 196p, and **Peachey** to 238p. **Trafalgar House** enjoyed another burst of strength and closed 16 higher at a peak of 355p.

Life insurances were in good form, with **Pearl**, £½ up at £10⅝, responded to favourable comment in the QUESTOR column. **London & Manchester** closed 32 higher at 722p, and **Britannic** 15 better at 645p. Elsewhere, **C E Heath** were prominent with a jump of 29 to 596p.

Talk of further takeover developments in the food sector lifted shares such as **United Biscuits**, 15 up at 214p, **Tate & Lyle**, 10 higher at 465p, **Northern Foods**, 12 to the good at 220p, and **Halewoods**, 20 better at 960p. **Stakis** rose 8 to a high of 170p.

Stores shares had a relatively quiet session, but buyers appeared towards the close and values were quick to respond. Gains of 7 to 10p were showing in **British Home Stores**, at 272p, **Great Universal**, at 707p, **Burton**, at 430p, and **Ward White**, at 222p. Mail-orders were strong under the lead of **Freemans**, 10 up at 192p.

Weaker spot prices brought a reverse in oil shares, but selling was minimal. "**Shell**" ended 5 off at 650p, after touching 645p at one stage, while **Britoil** slipped to 200p, **Lasmo** to 333p, and **Tricentrol** to 190p. **Burmah**, initially lower at 222p in the absence of expected takeover news, soon rallied to 252p, up 1p.

Tailpiece

SUGGESTIONS in the City that Rothmans International is working on a plan to dispose of some of its overseas interests, resulting in a major return of liquid funds to its British headquarters, have yet to be confirmed. However, the feeling is that the group could soon be active on the takeover front and an obvious candidate is **Dunhill Holdings**, the manufacturer of luxury consumer products, which is already 50·6 p.c.-owned by Rothmans.

From their 1984 low of 89p, Dunhill shares have powered ahead to the present 278p, but it would seem reasonable to suggest that holders should be in no hurry to take profits since the price/earnings ratio of 16 does not look too demanding in the circumstances.

The shares look about right on trading grounds, but any takeover offer would probably be well in excess of the current price.

BRITISH FUNDS

Short-dated (up to five years)

1984-85 High	Low	Stock	Price	+ or –
105⅛	100¼	Treas. 15% 1985	£100½	..
102⅛	97⅛	Ex.12%Conv'85	£100⅛	..
97¼	95⅛	Treas. 3% 1985	£97¼	+⅛
102⅛	99½	Treas.11½% 1985	£100½	–⅛
100⅞	96½	Treas.8¼%Cv'86	£99¼	+⅛
104	100	Exch. 12¾% 1986	£101½	..
102½	99½	Exch. 11¾% 1986	£101¼	..
100¼	96¼	Treas.10%Cv'86	£99¼	..
95	88⅞	Treas. 3% 1986	£93⅛	–⅛
102	96⅛	Ex.10½% Cnv'86	£100	–⅛
104¼	98¼	Treas. 12% 1986	£101¼	+⅛
98⅛	93⅛	Treas.8¾% 84-86	£97⅛	..
111¼	102⅛	Exch. 14% 1986	£105½	–⅛
99⅛	84½	Exch. 2½% 1986	£89⅛	–⅛
117⅛	102½	Exch. 13¼% 1987	£104⅛	+⅛
100⅛	94¼	Trs. 10¼% 1987	£99⅛	..
91	83⅛	Exch. 2½% 1987	£86⅛	–⅛
101	94½	Exch. 10½% 1987	£99½	+⅛
93⅛	87⅛	Fndg.6½% 85-87	£91½	+⅛
99⅛	93½	Treas. 10% 1987	£98⅛	–⅛
86½	81⅛	Treas. 3% 1987	£85⅛	–⅛
104⅞	97¼	Treas. 12% 1987	£102⅛	–⅛
94⅞	87⅛	Treas.7¾% 85-88	£92⅛	..
103⅛	92⅛	Exch. 10½% 1988	£98⅛	..
98⅛	90⅛	Treas. 9½% 1988	£95⅛	–⅛
82⅛	77	Trans. 3% 78-88	£82⅛	+⅛
95⅛	88⅛	Treas. 9½% 1988	£90⅛	–⅛
108⅛	94⅛	Treas.11½% 1989	£101⅛	+⅛
98⅛	87⅛	Treas.9½% 1989	£96⅛	–⅛
103⅛	90⅛	Treas.10½% 1989	£98⅛	–⅛
100⅛	88⅛	Exch. 10% 1989	£96⅛	–⅛
101	88⅛	Exch. 11% 1989	£99⅛	–⅛
85	71⅛	Treas. 5% 86-89	£81⅛	–⅛

Medium-dated (five to fifteen)

1984-85 High	Low	Stock	Price	+ or –
113⅛	100	Treas. 13% 1990	£107⅛	–⅛
116⅛	101½	Exch. 12½% 1990	£108⅛	–⅛
96⅛	84⅛	Treas.8¼% 87-90	£90⅛	–⅛
98⅛	90⅛	Treas.10% 1990	£97⅛	–⅛
106¼	94½	Treas. 11¾% 1991	£101⅛	–⅛
88	78½	Fndg.5¾% 87-91	£82⅛	–⅛
107⅛	95¼	Exch. 11% 1991	£101¼	–⅛
115⅛	98⅛	Treas.12¾% 1992	£106½	–⅛
105⅛	90⅛	Treas. 10% 1992	£98	–⅛
101	94⅞	Treas.10% 1992	£100	–⅛
111	95¼	Exch. 12¼% 1992	£108⅛	–⅛
117	106⅛	Exch. 13½% 1992	£114	–⅛
113⅛	98	Treas.12½% 1993	£106⅛	–⅛
78⅛	71	Fndg. 6% 1993	£78⅛	–⅛
122⅛	106½	Treas.13¾% 1993	£114⅛	–⅛
130¼	107⅛	Treas.14½% 1994	£123⅛	–⅛
112⅛	106	Exch. 13½% 1994	£114⅛	–⅛
114¼	96⅛	Exch. 12½% 1994	£111⅛	–⅛
94⅛	82⅛	Treas. 9% 1994	£89⅛	–⅛
110⅛	94⅛	Treas. 12% 1995	£103⅛	–⅛
66⅛	56⅛	Gas 3% 1990-95	£64⅛	–⅛
100	85⅛	Exch. 10¼% 1995	£93⅛	–⅛
118	102⅛	Treas.12¾% 1995	£110⅛	–⅛
125⅛	106⅛	Treas. 14% 1996	£115⅛	–⅛
97⅛	85⅛	Treas.9% 92-96	£90⅛	–⅛
134¼	117⅛	Treas.15¼% 1996	£127	–⅛
127⅛	126	Exch.13¼% 1996	£115⅛	–⅛
82	62⅛	Redemption 3%	£70	..
121⅛	103⅛	Treas.13¼% 1997	£113⅛	–⅛
108⅛	87⅛	Exch. 10½% 1997	£100⅛	–⅛
92⅛	78	Treas. 8¾% 1997	£88⅛	–⅛
134⅛	117⅛	Exch. 15% 1997	£127	–⅛
98	84⅛	Exch. 9¾% 1998	£91⅛	–⅛
81	67⅛	Treas.6¾% 95-98	£74⅛	–⅛
143⅛	123	Treas.15½% 1998	£135⅛	–⅛
114⅛	99⅛	Exch. 12% 1998	£103⅛	–⅛
96⅛	83⅛	Treas.9½% 1999	£90⅛	–⅛
118⅛	103⅛	Exch. 12¼% 1999	£112⅛	–⅛
104⅛	90⅛	Treas.10½% 1999	£98⅛	–⅛

Long-dated (over fifteen)

1984-85 High	Low	Stock	Price	+ or –
102⅛	89⅛	Conv. 10½% 99	£96⅛	+⅛
123⅛	105⅛	Treas. 13% 2000	£114⅛	–⅛
129⅛	110⅛	Treas.14% 1998-01	£120⅛	–⅛
117⅛	98⅛	Exch. 12% 99-02	£107⅛	–⅛
129⅛	110⅛	Treas. 13¾% 00-03	£120⅛	–⅛
115	101⅛	Treas.11½% 01-04	£110	–⅛
61	43⅛	Fndg. 3½% 99-04	£48⅛	–⅛
123⅛	107⅛	Treas.12½% 03-05	£117	–⅛
87⅛	71⅛	Treas. 8% 02-06	£83⅛	–⅛
116⅛	99⅛	Treas.11¾% 03-07	£109⅛	–⅛
142	117⅛	Treas. 13½% 04-08	£127⅛	–⅛
68	56⅛	Treas. 5½% 08-12	£62⅛	–⅛
85⅛	73	Treas. 7¾% 12-15	£79⅛	–⅛
124⅛	108⅛	Exch.12% 2013-17	£118⅛	+⅛

Undated

1984-85 High	Low	Stock	Price	+ or –
26	22⅛	Consols 2½%	£24⅛	–⅛
37⅛	32⅛	War Loan 3½%	£35⅛	–⅛
46¼	40⅛	Conversion 3½%	£43⅛	–⅛
31⅛	27⅛	Treasury 3%	£29⅛	–⅛
41⅛	36	Consols 4%	£38⅛*	–⅛
26	23	Treasury 2½%	£24⅛	–⅛

Index linked

1984-85 High	Low	Stock	Price	+ or –
108⅛	100⅛	Treas. 2% 1988	£107⅛	..
94⅛	84⅛	Treas. 2% 1990	£92⅛*	..
110⅛	96⅛	Treas. 2% 1996	£109⅛	..
101⅛	88⅛	Treas. 2½% 2001	£100⅛	..
102⅛	87	Treas. 2% 2003	£98⅛	..
104¼	87⅛	Treas. 2% 2006	£101⅛*	..
102⅛	87⅛	Treas. 2½% 2011	£98⅛	..
108⅛	91⅛	Treas. 2½% 2013	£104⅛	..
97	82⅛	Treas. 2½% 2016	£94⅛	..
96	81⅛	Treas. 2½% 2020	£93⅛	..

COMMONWEALTH & AFRICAN STOCKS

1984-85 High	Low	Stock	Price	+ or –
£123⅛	£103	Aust. 13½% 2010	£116⅛	– 1
£110⅛	£101⅛	N.Z. 14½% 1987	£106⅛	..
£82⅛	£74⅛	N.Z. 7½% 1988-92	£80	+⅛
157	152	S. Rh 2½% 65-70	157	..
167	158	S. Rh 4½% 87-92	167	..
£278	£288	Zimbabwe Ann.	£305	– 3

CORPORATION STOCKS

1984-85 High	Low	Stock	Price	+ or –
£121	£110	Leeds 13½% 2006	£118⅛	+⅛
£88⅛	£79⅛	L.C.C. 5% 85-87	£88	+⅛
£81⅛	£76⅛	L.C.C. 6½% 88-90	£78⅛	+⅛
£26⅛	£22	L.C.C. 3% 20 Aft	£24⅛	+⅛
£126	£111	Swnsea13½% 2006	£120	+ 1

FOREIGN STOCKS

1984-85 High	Low	Stock	Price	+ or –
£26	£10	China 5% 1912	£26	..
£18	£10	China 5% Boxer	£16	..
975	719	Commerzbank	974	+ 2
152	145	Greek 4% 1910	152	..
158	148	Greek 7% Ref	158	..
155	146	Greek Stab A	155	..
£46½	£38½	Honda Motor	£43⅛	–⅛
£325	£300	Japan 4% 1910	£325	..
£58⅛	£42⅛	Volkswagen	£58⅛	–⅛

DOLLAR STOCKS

1984-85 High	Low	Stock	Price	+ or –
129	113	AlcanAlumium	123⅛	–⅛
£18⅛	£13⅛	Amax	£14	–⅛
£32⅛	£18⅛	Amer. Express	£31⅛	+⅛
£23	£15⅛	Bell Canada	£22⅛	–⅛
130	£10⅛	Bow Valley	£10⅛	–⅛
£18⅛	£10⅛	Bowater Inc.	£16⅛	+⅛
£32⅛	£21⅛	Can. Pac. Ord	£32	+⅛
£36⅛	£15⅛	Chrysler	£36⅛	+⅛
£45⅛	£28⅛	Du Pont	£41⅛	–⅛
£39⅛	£26⅛	Exxon	£39⅛	+⅛
£47⅛	£32	General Foods	£47⅛	–⅛
£47⅛	£29⅛	Gillette	£47⅛	–⅛
£12⅛	£5	Gulf Canada	£10	–⅛
£13⅛	£7⅛	Hudson Bay	£11⅛	–⅛
£108	£71⅛	I.B.M.	£104⅛	+⅛
£10⅛	665	Inco	£10⅛	..
300	180	Massey Ferguson	240	+ 5
£18⅛	£10	Pan Canadian	£17⅛	–⅛
£14⅛	£12	Royal of Canada	£13⅛	–⅛
12⅛	£27⅛	Shell Oil	£48	+⅛
£36⅛	£25	Sperry Corp	£36⅛	+ 1
700	413	Teck. Corp. 'B'	665	– 15
£52⅛	£25⅛	Tenneco	£52⅛	–⅛
£25⅛	£16⅛	U.S. Steel	£22⅛	–⅛
£38⅛	£26⅛	Woolworth	£38	+⅛
£55⅛	£22⅛	Xerox	£52⅛	+⅛

BANKS, DISCOUNT, HP

1984-85 High	Low	Stock	Price	+ or –
572	184	A.N.Z. Group	564	..
138	120	Allied Irish	130	..
100	70	Ansbacher, Hy	78	– 2
355	145	Baltic	252	– 1
265	240	Bk. of Ireland	260	..
245	185	BkLeumi (UK)	215	..
495	273	Bk of Scotland	495	– 2
594	433	Barclays	584	+ 12
455	300	Brown Shipley	420	..
535	405	Cater Allen	520	+ 5
31	21½	Cattle's Hldes	23½	..
115	75	C.J. Rothschild	113	+ 3
72	44	Clive Discount	69	– 1
138	107	Com Bk Wales	112	..
81	59	First Nat. Fin	78	–½
348	250	Gerrard Nat.	315	+ 7
50	36	Goode Dt Mry	47	..
66	44	Guinness Peat	62	+ 3
185	120	Hambros	162	+ 10
355	235	Hill Samuel	355	+ 15
97	48	Hongk. Shang.	97	+½
315	220	Joseph, Leo	280	..
178	136	King & Shax	170	..
460	320	Kleinwort B.	410	+ 50
549	418	Lloyds	549	+ 5
73	47	Lon. Scot. Fin.	68	..
48	23	Manson Finan	25	..
410	230	Martin, R. P.	380	+ 8
620	388	Mercury Secs.	478	+ 10
422	297	Midland	357	+ 8
250	193	N. Australia	247	+ 2
614	435	Nat. Westmstr.	614	+ 17
183	67½	Ottoman Bank	169	..
198	142	Provident Fin.	198	+ 2
108	72	Rea Bros. 'A'	78	..
278	194	Ryl Bank Scot	268	..
816	625	Schroders	748	+ 13
370	289	Seccombe Mab	325	+ 8
71	47	Smith St. Abn	65	+ 1
555	440	Standrd Chart	478	+ 5
760	600	Union Disc'nt	720	..
64	41	Wagon Finan.	62	..
260	209	Westpac	242	+ 2
255	195	Wintrust	240	..

BREWERIES

1984-85 High	Low	Stock	Price	+ or –
174	137	Allied Lyons	167	+ 1
512	300	Bass	512	+ 22
45	30	Belhaven	42*	+ 1
177	130	Bell Arthur	180	+ 3
88	70	Boddingtons	88	..
310	208	BrownM'thew	296	+ 10
55	38	Buckleys	62	..
208	135	Bulmer, H. P.	133	– 2
480	323	ClarkMatthew	460	..
285	195	Davenports	258*	+ 5
385	320	Devenish, J.A.	388*	+ 5
517	344	Distillers	500*	+ 6
525	385	Forshaws Burt.	420	..
171	117	Greenall Whit	171*	+ 6
190	140	Greene King	182*	+ 2
248	116	Guinness	232	+ 4
355	260	Hardy & Hans	355	+ 3
93	61	Highland Dist.	87	+ 1
155	125	Invergordon	125	..
68	48	Marston Thom	68*	+ 1
376	306	Merrydn Wne	376	..
153	100	Ruddle	153	..
140½	94	Scottish & N'e	140½*	+ 6½
288	170	S. A. Brews.	275	– 15
31	17	Tomatin	..	..
272	181	Vaux Brews.	272*	+ 7
236	197	Whitbread 'A'	236	+ 5
280	225	Wolverhmptn	280*	+ 2
360	255	Young 'A'	340	..

BUILDINGS & ROADS

1984-85 High	Low	Stock	Price	+ or –
257	186	AMEC	255	+ 3
62	32	Abbey Ltd.	62	+ 2
186	156	Aberdeen Cons	182	..
25	15	Allied Plant	22	..
54	36	Arnolife Hlds	54	..
88	66	Attwoods	88	..
208	132	Baggeridge Bk	208*	..
57	37	Bailey Benn.	50	..
118	81	Barratt Devel.	84	..
145	115	Bellway Ltd.	132	+ 2
180	73	Berkeley Grp	180*	..
81	56	Bett. Bros.	80	..
658	373	Blockleys	568	..
480	358	Blue Circle	480	+ 3
273	195	B.P.B. Indust	273	+ 3
195	118	BreedonCloud	190	..
59	48	Brit. Dredging	55	..
24	15	Brown & Jack	17	..
68	57	Brownlee	68	..
92	50	Bryant Hldgs.	78	..
168	125	Burnett & Hlsh	166	+ 5
68	50	Cakebread R'A'	62	..
80	48	Carr, John	66	+ 1
78	63½	Cement Rdstn	62	..
46	35	Conder Int.	46	..
37	25	Copson, F.	30	..
376	232	Costain Group	376	+ 8
218	176	Countryside	218	+ 4
98	75	Crouch, D.	92	+ 3
79	65	Dew, George	69	– 2
56	37	Douglas, R.M.	56	+ 1
30	11½	Dunton Grp.	20	+ 1½
69	55	Erith & Co.	64	..

(Buildings & Roads continued)

1984-85 High	Low	Stock	Price	+ or –
115	86	Feb Intntl 'A'	86	..
105½	70	Finlan, John	95	+ 2
152	111	French Kier	128	+ 1
69	37	Galliford	69	+ 1
232	163	Gleeson M.J.	232	+ 7
122	95	H.A.T. Group	106	..
36	20	Helical Bar	26	..
382	183	HendersonGP	382	..
60	29	Hewden-Stuart	58	+ 2
160	102	Heyw'd Wms	114	..
288	180	H'ssn & Hill	288	+ 8
146	110	I.D.C.	136	..
365	182	Ibstock Jhnsn	365	..
315	220	Jarvis, J.	316	..
122	72	Johnstone Pt	76	..
228	136	Laing, J. 'A'	221	+ 3
290	197	Latham, J.	278*	..
244	195	Lawrence, W.	214	..
170	105	Leech, Wm.	170*	+ 32
34½	15½	Ley and Palm	33	..
90	62	Lilley, F.J.C.	62	..
109	63	Lon&Clydsdle	98	..
223	156	Lovell, Y.J.	216	..
183	104	Magnet Sthrns	124	..
178	145	Manders	163	..
270	184	Marchwiel	270	..
122	89	Maunders, Jn.	120	..
100	72	May & Hassell	89*	..
345	170	Mey'y & Stone	330*	..
153	87	Mclaugh&Har	95	..
157	98	Meyer Intnl	155*	+ 4
96	65	Milbury	84	– 2
27	15	Miller, S.	17	..
135	105	Monk, A.	118*	..
235	184	Mowlem, J.	220	– 2
606	478	Newarthill	606	+ 6
155	107	Nott'hmBrick	155	+ 3
146	89	Phenix Timb.	140*	+ 2
668	383	R.M.C.	590	+ 4
25	17½	Raine Ind.	18	..
314	215	Redland	290	+ 2
150	105	Roberts Adlard	110	..
58	37	Rowlinson Cnst	55	..
231	190	Ruberoid	210	..
131	95	Rugby Cement	127	+ 1
163	110	SGB Group	142	– 2
71	57	Sharpe & Fisher	64	– 1
62	47	Smart, J.	61	..
529	408	Tarmac	514	+ 4
322	295	Taylor Woodrw	370	+ 5
121	76	Tilbury Group	114	..
375	252	Travis & Arnld	288	..
100	66	Trent Hldgs	98	..
307	215	Turriff Corpn	307	+ 2
166	135½	UBM Group	145	..
40	27	Vectis Stone	32	+ 2
171	120	Vibroplant	150	– 2
155	63	Ward Holdgs	136	+ 1
100	60	Warrington T.	80	..
210	162	Watts Blake	208	..
88	64	Wettern Bros	74	..
82	31	WigginsGroup	40	..
200	156	Wilson Connolly	198	..
160	95	Wimpey G.	121	+ 4

CHEMICALS, PLASTICS

1984-85 High	Low	Stock	Price	+ or –
240	146	Allied Colloids	240	– 5
326	202	Amersham	358	..
190	86	Anchor Chem.	181	– 3
84	43	Arrow Chem.	77	– 2
111	84	Brent	109	..
17	10½	Bt. Benzol	11	..
131	71	Canning, W.	96	– 1
235	152	Coalite	235	+ 4
158	85	Coates Bros.	156	..
36	21	Cory Horace	34	..
133	92	Croda	130	+ 5
252	155	Ellis & Everard	232	..
107	58	Halstead, J.	68	..
405	333	Hickson Int.	352	+ 2
750	531	I.C.I.	750	+ 12
405	236	Laporte Inds.	403	+ 3
112	60	LeighInterests	107	+ 1
183	120	Morceau	186	..
56½	31	Morgan E.H.	45	..
110	82	Moss, Robert	103	..
113½	900	Norsk Hydro	£10½	+ 1½
239	161	Plysu	234*	+ 4
157	123	Rentokil	155	..
114	99	Stewart Plast.	50	– 1
205	117	Wolstenholme	203	+ 21
70	38	Yorkshire Chem	66	..

CINEMAS & TV

1984-85 High	Low	Stock	Price	+ or –
172	152	Anglia 'A'	159	..
248	164	Central TV	205	..
152	99	H.T.V.	128	..
301	162	L.W.T. 'A'	267	..
156	60	Radio City	60	..
37	24	TSW	32	..
70	36	TV Facilities	66	– 2
157	79	TVS	133	..
189	123	Trident TV	189	..
101	75	Ulster TV	92	..

DRAPERY & STORES

1984-85 High	Low	Stock	Price	+ or –
19½	8½	Amber Day	11	..
55	31	Aquascutum A	52	..
114	88	Beattie J.	106	..
81	40	Bentalls	76	..
60	36	Brenner	54	– 1
278	184	Brit. Home Str	272	+ 7
225	150	Brown, N.	220*	..
430	212	Burton Group	430*	+ 10
76	62	Cantor 'A'	70	..
47	27	Casket, S.	45	..
97	47	Castle (GB)	44	– 2
96	46	CombEngStrs	56	– 2
300	170	Cornell Hlds	272	– 2
145	98	Courts 'A'	100	– 1
219	141	Debenhams	219	+ 11
46	10	De Brett (A)	17	..
115	81	Dewhurst J.J.	91	..
373	217	Dixons Group	364	– 3
278	89	Dunhill Hldgs	278	+ 5
84	34½	Ellis & Goldstn	77	+ 1
100	80	Empire Stores	100	– 3
145	105	Etam	142	..
80	47	Fine Art Dev.	76	..
31	21	Ford Martin	25	..
172	140	Formminster	145*	– 2
148	104	Foster Bros	102	– 2
192	81	Freemans	192	+ 10
398	145	French Con.	350	+ 5
180	120	Gee, Cecil	175	..
87	71	Gelfer, A.J.	82	..
210	138	Gent, S.R.	158	..
101	58	Goldberg 'A'	60	..
18	10½	GoodmanBros	16	..
166	125	Gratton	168	– 2
713	493	Gt. Univ. Strs.	715	+ 8
707	485	Gt. Univ. Strs A	707	+ 8
50	33	Greenfield Bk	48	..
402	254	Habitat	394*	– 6
238	177	Harris Queen	238	..
85	63	Heelamat	85	..
39	18½	Helene (Lond)	36	– ½
188	70	Hepworth, J.	180*	+ 1
30	18	Hollas	27	– 1
271	138	Home Charm.	270	– 1
322	222	Hse. of Fraser	322	+ 2
92	66	Jones, Ernest	86	..
58	36	Kent (John)	53	..
148	100	Lee Cooper	107	..
155	105	Lincroft Kilgr	148	..
293	151	MFI	270	+ 4
145½	102	Marks & Spen.	127	+ 7
240	153	Menzies, J.	236	..
125	118	Millets Leisre	125	..
365	230	Moss Bros.	353	..
124	70	NSS News	108*	..
290	260	Oliver, G. 'A'	275	..
331	200	Our Price	325	..
187	127	Owen Owen	185	..
136	83	Peters Stores	96	..
117	71	Preedy, Alfred	103*	..
57	38½	Ratners Jewel	57	– 1
48	34	Raybeck Ltd.	27½	– ½
117	94	Reed Austin A	112	..
25	18	S.&U. Stores	21	..
23	18	Samuel H. 'A'	88	..
17¾	10½	Selincourt	15¼	..
178	116	Smith, WH 'A'	178	+ 3
68	34	Stanley, A. G.	47	+ 3
165	90	Stead & Sim 'A'	163	– 2
76	73	Steinberg Grp.	75	..
80	48½	Stirling Group	69	..
190	47	Sumrie Clothes	70	..
417	253	Superdrug	395	..
53	34	TernConsulate	60	..
35½	24½	Time Products	27½	+ 1½
284	164	Vantona Viyel	284	+ 12
232	101	Ward White	222	+ 10
151	91	Waring & Gilw	116	..
595	337	Woolworth	595	+ 5

ELECTRICAL & RADIO

1984-85 High	Low	Stock	Price	+ or –
556	382	A.B. Electron	535	..
158	73	A.G. Secs.	80	– 5
193	60	Acorn Comp.	60	– 2
475	330	Air Call	440	..
119	103	Alphamerc	115	..
124	64	Amstrad	76	– 2
170	29	Arlen Electric	40	– 2
375	240	Atlantic Cmpt	375	+ 5
29½	7	Audiotronics	7½	– ½
222	132	Automatd Sec	166	– 3
287	205	B.I.C.C.	255	+ 6
313	132	B.S.R.	158	..
453	345	Bowthorpe	455	+ 25
30	9	Breville Euro	12	..
287	138	Brikat Group	265	..
92	82	BrwnBvrlKnt	88	+ 8
30	21½	Bulgin, A.F. 'A'	39	..
205	110	CPS Comput	165	..
82	82	CPU Comptr	82	..
507	280	Cable & Wirles	507	+ 24
380	175	Cambr'ge Elec	375	..
332	185	C.A.S.E.	295	– 2
35	25	Chloride Grp.	27	..
35	15	Clifer	18	..
140	65	Circaprint	130	..
230	150	Comcap	230	+ 15
153	123	Comsoft	125	..
493	268	Cont. Micro.	486	..
280	210	Cray Elect.	217	..
283	195	Crystalate	228*	– 2
629	323	Curry	615	+ 2
85	74	Dale Electric	85	..
110	67	Dataserv	103	– 1
35	14	Dewhurst Ord	16	..
26	14½	Dewhurst 'A'	15	..
85	51	Dowding & Mill	64	..
302	132	Dubilier	302*	..
375	233	Electrocomps	320	– 10
58	34	Elec. Machine	57	..
63	37	Elec. Rentals	50	+ 2
194	116	Emess Light'g	194	+ 1
82	34	Energy Serv.	67	..
345	240	Eurotherm Int	310	+ 5
43½	17	FKI	43	..
285	153	Farnell Elect.	165	+ 2
186	104	Feedback	113	– 2
188	125	Ferranti	184	+ 5
138	96	FstCastle Elec	116	– 1
52	38	Forward Tech.	52	..
236	180	G.E.C.	220	+ 4
440	283	Goring Kerr	436	..
173	131	Grosvenor Grp	173	+ 1
89	44	Highland Elec	78	..
17	9	Humbrds Elc	10	..
314	176	Intl. Signal	310	+ 2
180	128	Kode Internatl	170	..
440	366	Lec Refrigertn	317	+ 2
400	300	Logica	385	..
375	257	M.K. Electric	318	+ 6
370	215	Memec	305	– 2
505	315	Micro Busins	335	+ 10
890	513	Micro Focus	890	+ 10
260	18	Microvitec	80	+ 5
275	160	Miles 33	210	..
611	390	Mitel	512	..
178	125	Muirhead	186	..
155	75	Multitone	90	..
150	115	Murray Tech.	118	..
99½	69	N.E.I.	87½	+ 1½
33	15	Newman Inds	20½	..
227	170	Newmark, L.	199	..
163	103	Oceonics	138	+ 5
333	282	Oxford Inst.	305	+ 5
56	36	Petbow	49	+ 1
48	30	Phicom	38	..
£13¾	847	Philips Lamps	£13¼	..
180	120	Pifco 'A'	145	..
249	193	Plessey	210	+ 4
290	217	Powerline	265	..
263	145	Pressac	183	..
80	50	Quest Automn	60	..
286	190	Racal Elects.	286	+ 14
187	38	Resource Tech	40	– 3
152	64	Rotaflex	152	+ 2
180	127	Sarasota Tec.	168	+ 2
435	280	Scholes, G. H.	405	..
133	95	Scurs	103	..
300	150	Security Cens	165	..
162	111	Sound Diffusn	133	– 1
290	185	S.T.C.	278	..
147	132	Stone Intnl	146	+ 2
16	7	Sunleigh Ele.	10	..
157	81	Suter	114	..
485	379	Systems Desgn	440	– 10
475	205	Systms Reliby	265	..
540	378	TDS Circuits	540	+ 80
36¼	30	Telefusion	88	..
380	235	Telemetrix	320	+ 5
230	168	Tele Rentals	220	..
702	363	THORN EMI	477	+ 20
350	203	Tunstall Tels	335	..
350	205	Unitech	292	+ 7
348	200	Unitd Leasing	346	..
325	177	Utd. Scientific	248*	– 12
262	130	VG Instrumts	254	..
80	35	Vitatron N.V.	62	..

FINANCIAL TRUSTS

1984-85 High	Low	Stock	Price	+ or –
105	57	Abercom Inv.	87	..
324	268	Ahinsworth	280	..
180	120	Aitken-Hume	127	– 3
350	345	Akroyd & Smthr	395	..
225	80	Antofagasta Hld	200	– 10
320	226	Aust. Agric.	285	..
105	72	Barlow Hldgs.	99	..
161½	95	Barrie Invest.	161½	+ 1½
£11	£10	BiotechnlgyInv	£10¼	..
107	67	Boustead	87	..
92	57	Britannia Arr.	89	..
340	80	Centreway Tst.	135	..
150	116	El Oro	137	..
624	351	Exco Intnl	558	+ 18
15½	12½	Ex Lands	15½	..
77	55	Exploratn Co.	72	..
875	610	Framling Gp	775	..
110	76	Frost J. & D.	84	+ 2
38½	23½	Hampton Tst.	37	– ½
610	385	Hndrsn Admin	590	+ 10
385	274	Inchcape	418	+ 13
94	66	Ivory & Sime	95	..
23	14	Kwahu	18	..
16	10½	London & Ass	16	..
45½	23½	Lond. Inv. Tst	30	..
785	580	M & G Hldgs.	785*	+ 5
118	75	Majedie Inv.	118	..
457	345	MercantileHse	354	+ 10
360	255	Mills & Allen	360	+ 5
231	158	Newmarket	177	– 1
45	31	Paraighe	48	..
170	105	Park Place Inv	123	..
122	71	Smith Bros.	108*	..
213	190	Transcont Ser	205	..
220	175	Yule Catto	202	+ 2

FOOD & CATERING

1984-85 High	Low	Stock	Price	+ or –
35	17	Alpine Soft Dr	28*	..
276	142	Argyll Group	278	+ 3
204	142	Ass. Brit. Foods	204	+ 2
166	116½	Assoc. Dairies	148	– 8
108	75	Assoc. Fish.	89	+ 1
575	417	Avana Group	575	+ 5
235	178	Banks Sidney	205	..
12¼	8	Barker & Dbsn	10¼	+ ½
176	89	Bassett Foods	160	+ 3
90	66	Batlers of Yk	86*	..
154	105	Belam Group	154	+ 2
214	158	Berisford S & W	185	+ 2
48	35	Bio-Isolates	40	– 2
88	68	B'n Brdl Conf	72	..
28	14	Borthwick, T.	26*	..
39	25	Bt. Vending	41	..
124	67	Brooke Bond	126	..
167	116	Cadbury Schwp	167	+ 3
125	55	Canvermore	65*	..
114	87	Carr's Milling	115*	+ 2
150	105	Clifford Dairies	136	..
125	106	Clifford Dairs A	118	..
510	305	Cullens Stores	470	..
212	160	Dee Corpn.	206	+ 2
39	17	Eastwood J. E.	28	..
130	80	Fisher, A.	109	+ 7
201	148	Fitch Lovell	201	+ 2
109	73	Freshbake	104	+ 3
298	173	Glass Glover	298	+ 6
170	144	Greggs	168	..
960	515	Hazlewoods	960	+ 20
382	204	Hillards	380	+ 6
96	65	Home Farm	70	..
185	157	Hunter Saph	173	..
275	176	Kennedy Brook	275	+ 9
200	133	Kwik Save	176	– 2
85	56	Lennons	83	..
130	70	Lovell, G. F.	85	..
258	158	Matthews, B.	255	..
285	220	Marnards	250	..
96	75	Meat TradeSup	80	..
216	142	Morrison, Wm	192	..
77½	60½	Mt. Charlotte	77½	..
£45¼	£37½	Nabisco	£44⅝	+ ¼
287	174	Nichols Vimto	265	..
77	46	Normans Grp.	76½	+ 1
220	162	NorthernFoods	220	+ 12
172	110	Nurdin & Peack	170	+ 2
111	74	Park Foods	110	..
504	152	Pyke Holdings	504	+ 11
59	32	Queens Moat	58	..
138	73	Rank, Hovis	136	..
385	287	Rowntree Mac	368	..
308	227	Salisbury J.	296	+ 4
41	22	Somportex	25	– 2
46	27	Squirrel Horn	35	..
170	89½	Stakis Group	170	+ 8
465	313	Tate & Lyle	465	+ 10
66	36	Taverner Rutld	62	..
240	154	Tesco	238*	+ 5
717	280	Tomatin	280	..
160	113	Unigate	151	+ 8
214	134	Utd. Biscuits	214	+ 15
100	67	Watson & Philip	99	..

INDUSTRIALS

1984-85 High	Low	Stock	Price	+ or –
130	100	A.A.H.	127	+ 1
124	67½	A.E.	128*	+ 4
267	204	AGB Research	240	– 10
121	89	AIM Group	114	+ 3
373	207	A.P.V. Hlds.	248	+ 11
80	46	Aaronson Bros	80	+ 2
56	14½	Abertoyle	47	..
18	12	Adam Leisure	15	..
169	116	Adwest	154	+ 2
375	185	A.G.I.	325	– 8
118	82	Amari	118	..
95	75	Amber Indust	85	..
34	22	AngloNordic	25	..
550	400	Anc. Trans Ind	400	..
93	85	Appledre A&P	87	– 1
290	170	Applied Comp	275	– 5
27	16	ArensonGroup	27	..
30	16½	Armour Trust	19	..
480	405	Ash & Lacy	480	+ 1
29	12	Ashley Ind.	17	..
155	100	Aspinal Hld	108	..
209	182	Ass. Brit Ports	200	– 3
380	270	Assoc. Heat	305	..
641	532	Assoc. Manr.	136	..
91	[illegible]	Ass. Telecom.	..	..
15	7¼	Astra Inds.	8¼	+ ¼
21	12	Aurora 9% CnP	17½	..
255	144	Avon Rubber	222*	+ 3
46	26	Ayrshire Met.	54	+ 2
58	37	BBA Group	56	– 1
287	222	BOC Group	278	+ 17
634	410	BTR	654	+ 10
173	125	Babcock Int.	142	– 2
357	283	Baird Wm.	342	..
174	116	Baker Perkins	169*	+ 5
70	44	Banro Cons.	62	+ 4
11¼	2½	Barbican Hlds	4¼	– ¼
15½	9½	Bardsey	9½	..
47	11	Barnes Ltd.	..	..
385	245	BarhamGroup	340	– 10
650	485	Barlow Rand	425	..
110	64	Bart & Wall 'A'	88	..
68	48	Barrow Hepb.	48	+ 3
302	145	Bath & Portind	289	– 1
199	131	Beatson Clark	166	+ 5
80	53	Beauford Grp.	72	..
380	285	Beecham	385	..
611	441½	BellairCosmtc	..	..
37	22	Benlox	32	– 1
118	80	Berisfords	116*	+ 2
373	257	Bestobell	340	..
95	64	BETEC	81	..
295	200	Bibby J.	270	..
155	106	Biddle Hldgs.	156	..
16	13	Blamoebs	15	..
100	45	Birmid Qualct	86	– ½
237	168	Birmhm Mint	213*	..
90	60	Black Arrow	86	..
233	140	Black, P.	233	+ 10
36	9	Blackwd Hds.	25	+ 2
139	104	Blagden Inds.	136	+ 4
166	92	Blue Arrow	146	+ 8
168	121	Blundell Perm	168	..
94	54	Bodycote Intn	82	..
242	169	Bookers	242	+ 5
138	110	Boosey & Hkes	132	..
385	243	Boot, Henry	326	..
214	141	Boulton Wm.	205	+ 5
8½	5	Bowater Inds.	7	..
256	140	Bowater Inds.	235	– 1
59	29	BrahamMillar	59	..
117	114	Braithwte & Co	115*	+ 2
285	143	Brammer	281	– 1
61	30	Brasway	50	– 1
82	46	BrengreenHld	54½*	– 1
57	46	Brickhse Dud.	66	..
118	69	Bridon	118	+ 1
104	75	Bridport Gndry	101	..
283	205	Brit. Bloodst	227	..
311	225	B.E.T.	312	+ 4
132	81	Brit. Sim. Sec.	130*	– 2
100	56½	Brit. Syphon	93	..
85	50	Brit. Tar	85	+ 1
203	150	Brit. Vita	166	+ 2
395	282	BrokenHillPty	347	..
81	38	Brook St. Bur.	80	..
130	87	Brown & Tawse	121	..
39	28	Brown John	29	+ 2
128	50	BruntonsMuss	70	..
432	230	Bullough	432	– 5
30	17	Butco Dean	19	..
114	48	Burgess Prdts	114½	..
52½	31½	BurnsAnderson	42*	..
77	45	Business Co.	45	..
30	15	Butterfld Hrvy	19	+ ½
45	27	C.H. Industrial	44	..
39	17½	Cantors Enc.	31	..
45	22	Campari	30	..
52	31½	Capario Inds.	39	..
117	38	Cape Indust.	32	..
172	102	Carclo Eng.	170	..
127	91	Cartwright R.	113	..
32½	20	Celestion Inds	32	..
14	7	Cen&Sheerwd	9½	– ½
56½	20	Centreway Ltd	26	+ 1
94	62	Chamberlin Ph	77	+ 1
155	65	Channel Tunl.	130	..
905	400	Chemring	500	+ 5
480	281	Christies Intl.	462	– 2
48	31	Christie-Tyler	39½	..
42	28	Christy Bros.	36	..
156	97	Clarke Chpmt	102	..
115	46	Coin Inds.	50	..
166	116	Cole Group	152	..
95	33	Comfort Hotls	93	+ 3
35½	11	Comtech	33½	+ 3½
82½	48	Concentric	64	..
40	21	ConsStationry	23	..
61	41	Cook, Wm.	58*	..
475	229	CooksonGroup	468	+ 5
12½	8½	Cooper Indus.	11	..
144	76	Cope Allman	144	..
81	34	Cosalt	61	– 2
220	98	Courtney Pope	220	+ 4
40	29	Cowan de Grt.	37	+ 1
109	71	Crest Nich.	93	..
139	69	Crown House	134*	+ 1
435	257	DPCE	430	– 5
487	370	Dalgety	487	+ 5
213	142	Davies & Newm	186	– 3
89	47	Davy Corpn.	89	+ 3
815	558	De La Rue	815	– 10
114	64½	Delta Group	114	+ 4
117	82	Deritend stp.	108*	..
160	75	Desoutter	153	..
565	405	Diploma Ltd.	435	+ 2
97½	65	Dobson Park	87½	+ 2
139	81	Dominion Intl	86	+ 1
58	32	Double Eagle	37	– 1
65	38	Dufay Bitum.	59	..
£12	640	Duncan Gdrck	£12	+ ½
48	24	Dunlop	..	..
42	24½	Duport	39½	+ 1
25	10	Dwek Group	15	..
380	174	Eastern Prod.	380	+ 5
127	89	Edbro (Hldgs)	112	+ 4
55	40	Elbar Indust.	40	..
100	70	Eleco	100	+ 2
180	140	E.I.S.	164	..
226½	120	Electrolux B.	£25½	+ 1
64	37	Elliott B.	61	..
86	46	Elson & Robbs	84	..
11¼	6	ElswickHoppr	10¼	..
268	201	EngChinaClay	258	+ 3
38½	28	Epicure Hldes	33½	..
176	115	Equipu	160	..
126	80	Erskine House	90	..
142½	82½	Europ. Ferries	142½	+ 6
129	97	Eur Ferries Pf	112	..
158	82	Evered	168	..
148	108	Evode Hldgs.	116	– 1
98	77	Expamet	92	..
353	215	Extel	293	– 3
63	38	Falcon Ind.	40	..
150	90	Farmer, S. W.	94	..
35	24	Feedex	35	..
153	95	Fenner, J. H.	132	– 2
165	130	Ferguson Ind.	150	..
145	116	Fife Indmar.	125	..
132	79	Finlay, Jas.	132	+ 8
63	40	Finlay Packng	46	..
242	160	First Leisure	242	+ 5
14	3½	Fir Pacific Int	4	..
28½	15½	Firth, G. M.	29	– ½
303	170	Fisons	297	+ 4
155	95	FletcherChall.	125	..
86	51	Flexello	80*	..
136	41	Fobel Intnl.	44*	+ 2
78	44	Fogarty, E.	63	– 1
21½	17	Folkes H.n.v.	21	..
198	144	Foseco Min. Sp	197	+ 11
152	104	Fothergill & H	138	– 8
152	74	FrancisIndust	129	..
102	56	French Thos.	88	..
190	169	Friedland Dog	175	..
133	69	GEI Internatl	87	..
79½	47	GEA Group	61	..
250	195	G. R. (Holdgs)	205	..
82	40	Garton Engng.	56	..
110	50	Gestetner 'A'	69	..
94	66	Glaves Group	73	..
215	152	Gill & Dufus	181	+ 4
£11¾	709	Glaxo Holdgs.	£11⅛	+ ⅛
171	129	Glynwed	171	+ 5
55	32	Gomme Hldgs	53	..
110	70	GrampianHlds	89	..
226	142	Granada	194	..
326	269	Grand Met.	315	+ 7
38	21	Greenbank	33	..
216	165	G.K.N.	206	..
244	132	Haden	192	..
152	102¼	HallEngrin'ng	114	..
310	218	Hall Matthew	310	+ 4
223	160	Hallite	166	..
218	115	Halma	218*	+ 3
21½	15½	Hampson Inds	19½	..
89	49	Hanimex Corp	53	..
180	115	Hanover Inv.	130	..
343	162	Hanson Trust	338	– 4
109	85	Hargreaves	92	..
130	94	Harris Phillip	128	– 2
451	332	Harrison & Cr.	428	+ 5
474	332	H'wker Siddly	440	– 1
100	59	Hawley Group	85	+ 1
16¼	12	Hawtin	14¼	..
79	56	Hay Norman	74	+ 2
105	32	Henara	37	..
157	70	HepwthCrmic	147	..
105	56	Hestair	86	..
115	45	Hewitt, J.	56	..
84	44	Hill & Smith	69	..
73	55	Hollis Bros.	65	..
75	56	Holt Lloyd	75	+ 7
136	76	Hopkinsons	130	+ 1
185	108	Horizon Trav.	185	..
28½	6	Howard Mach.	14	+ 2½
85	68½	Howden Grp.	73	+ 1
35	13	Humphrs Hld.	22	..
115	43½	Hunter	106	– 4
236	155	Huntlng Assoc	195	– 5
214	80	Hutchsn Whmp	209	..
36	17	Hyman, I. & J.	28½	..
280	190	Imp. Cold Store	200	..
106½	65	I M I	106½	+ 1
87	60	Iscall Inds.	64	..
592	383	Initial	585*	+ 5
118	76	Insight	103	..
193	84	Intasun	125*	..
45	12	Int. City Inv	33	..
390	230	Intercurp Tch	390	..
36	8	Intervision	10	..
38	29	Jacks, Wm.	33	..
74	50½	JacksonJ & HB	66½	+ 2½
131	92	Jardine Mthsn	97	– 2½
19	8	Johnsn & Firth	13	+ ½
457	331	Johnson Clnrs	431	+ 6
267	63	JohnsonMatthy	66	– 5
300	150	Johnston Grp.	180	+ 2
54	30	JonesShipman	45	+ 2
145	111	Jones Strond	135	..
150	95	Jourdan Thos.	138	– 1
220	185½	Juliana's Hld.	220	+ 5
54	22	Kalamazoo	27	..
18	11¼	Keep Tst.	16½	+ ½
180	150	Kelsey Indust	185	..
140	78	KennedySmale	113	– 2
230	107	Kitsch	115	..
188	114	Kitchn Taylor	175	+ 3
100	77	L.C.P.	99½	+ 2
124	82	LRC Internatl	135	– 1
272	180	Ladbroke	272	+ 9
54	24	Ladies Prde	27	..
151	94	Laird Group	150	+ 1
68	39	Lake & Elliott	58	..
57	48	Lawtex	57	..
37½	15	Lee Arthur	26	+ 1
75	45	Leisureline Intl	65	..
192	90	Lep Group	191	– 1
46	28	Linread	30	– 1
43	27	Lloyd, F. H.	35	..
25½	18½	Locker Thos.	23½	..
25	18½	Locker T. 'A'	22½	..
177	118	Lon. Mid. Ind.	176	+ 1
83	65	Lon. & North.	79	+ 1
347	170	Lon. Park Htls	347	..
97	32	Longton Inds.	91*	..
170	107	Lonrho	164	– 1
250	138	Low & Bonar	236	+ 2
37½	9	M.J.I.	10½	..
385	247	M. L. Holdgs.	362	– 5
61	35	M. S. Intnl	56	..
31	16	M. Y. Dart	25	..
158	132	Macarthy's P.	158	– 4
176	117	Macfar'aneGp	176	..
158	117	M'mcmt Acer	150	..
270	163	Man. Ship Can	257	– 9
61	35	Manze Bronze	54	– 2
104	65	Marley	103	– 1
61	40	Marling Inds.	52½*	..
229	174	Mar-hallHalfx	227*	..
63	42	Marshalls Un.	65	– 3
50	8	Martin Black	..	..
302	212	Martonair	302	– 4
159	110	McKechnie	136	– 1
138	75	Medminster	133	..
79	31	Merrett	79	..
345	103	Messina	108	– 10
410	286	Metal Box	410	+ 4
218	128	Metal Closures	142	– 2
60	39	Metalrax	59	– 1
133	85	Mi-Pland Mart	90	..
230	158	Miss World	190	..
72	45	Mitch. Cotts	72	– 1
58	38	Mitchell Som.	57*	+ 1
65	17	Monotype	41	+ 1
151	105	Molins	143	– 1
195	131	Morgan Crucibl	195	+ 3
71	55	Mowem Group	71	– 1
65	40	Nash Inds.	42	..
25	15	Nation Lesre	25	..
18	9½	Neepsend	12½	..
73	57	Neil & Spencer	59	..
137	41½	Neill, James	137	+ 1
101	79	Newman Inks	96	..
17	3	Ninsio	17	..
186	132	Norcros	167	+ 4
25	12	Norfolk 'pHtls	23*	..
78	55	Nu-Swift	64	..
56	33	Ocean Wilson	46	..
190	153	Office & Elect.	155	..
612¼	550	OK Bazaars	610	– 65
880	265	Oriflame	880	..
31½	14½	Owners Abr'd	25	+ 1
204	85	Parker KnollA	167	..
56	33	Parkfield Fr.	52*	..
152	109	Patersons-Zoc	130	..
267	197	Paul's	220	+ 5
19	12	Pavilion Leis.	15	..
605	405	Pearson S.	605	+ 20
305	215	Pegler Batt.	276	+ 6
300	56	Pentland Inds	300	+ 3
36½	23	Pentos	36	..
£10⅛	565	Photo-Me	£10⅛	..
327	207	PilkingtonBrs	305*	+ 3
130	57	Pineapple D.	75*	+ 5
80	46	Planet Group	63	..
65	33	Plastic Cons.	61	..
9	6	Platignum	8½	..
147	105	Platon	135	..
420	265	Pleasurama	398	+ 18
470	162	Polly Peck	250	– 4
19	6	Polymark	11	..
610	470	Portals	495	..
154	74	Portershadin	110	..
445	288	Powell Duffryn	437	– 1
51	30	Pratt, F.	52	..
35	5	Priest, B.	8¼	– ¼
121	56	Prince of Wles	108	+ 3
135½	92	PritchardServ	94½	+ 1½
36	21	Protimeter	35	+ 1
305	227	R.E.A. Holds.	300	..
108	91	R.F.D. Group	98	– 2
98	36	R.H.P.	98*	..
35½	13½	RTD	14½	..
95	55	Radiant Metal	73	..
118	73	Ransco Oil	70	..
312	182	Rank Org.	312	+ 8
415	260	Ransome Sims	415	+ 2
578	417	Reckitt & Clmn	560	+ 2
110	45	Redfearn Nat.	88*	+ 5
19½	4	Redman Heen	9½	+ 1½
131	85	ReedExecutive	128*	+ 3
568	374	Reed Internatl	568	+ 6
48	18½	Reliance Ind.	35½	..
96	76	Relyon Group	85	– 4
360	194	Renishaw	356	..
56½	24	Renold	55½	..
140	92	Renwick Grp.	130	..
115	72	Restmor Grp.	113	..
500	206	Reuters B.	500	+ 6
36	23	Rexmore	25*	– ½
115	78	Ricardo & Co.	105	..
32	16	Rich Westnth.	18	..
148	42	Riley Leisure	47	+ 2
16¾	7	Rock	10½	– ¼
40	20	Rockware Gp.	37	..
235	110	Rolfe & Nolan	125	+ 6
142	90	Ropner	136	..
13½	4½	Rotaprint	7	+ 1
122	75	Rotork	122	+ 8
20	11½	Ryan Internat	14	– 1
52	30	S.I.G. Duval.	44	..
55	35	SI Group	44	..
148	88	Saga Holidays	148	..
410	267	SaleTilney	410	+ 5
590	150	Samuelsn Grp	560	..
94	36	SandhurstMkg	89	..
60	35	Sangers	..	..
37½	18	Sangers Ph.	27	..
95	64	SavilleGordon	95	..
420	265	Savoy Hotel A	420	– 5
476	341	Scapa Group	476	+ 36
61	41	Scott Herbt'y	60	..
97	67	Sears Holdg	92½	+ 2
270	161	Secrtr Grp 'A'	265	+ 2
155	123	Securiguard	143	..
268	170	SecuritySrvOrd	268	+ 1
25	15½	Senior Engrg.	19½	+ ½
97	63	Sharna Ware	84	..
88	55	SheldonJones	62	..
482	385	Sidlaw Group	424*	+ 6
505	355	Siebe	500	..
77	55	Silentnight	58	+ 1
93½	64	Sime Darby	62½	– 1½
251	185	Shuon Engng.	242	+ 10
97	63½	600 Group	85	..
482	346	Sketchley	350	..
236	145	Smith & Neph	220	..
714	483	Smiths Indus.	714	..
42	24	SmithWh.wth	42	..
35	20	Solicitors Law	24	..
64	37½	Sparrow G.	37	+ 1
172	128	Spear & Jackson	134	– 2
130	46	Spear J. W.	130	..
145	115	Spectrum	138	..
340	179	Spirax Sarco	340	+ 4
175	65	Spong Bam.	160	..
100	81	Stad Potteries	100	..
63	55	Stag Furniture	61	..
112	28	StainlessMet	60*	..
75	20	Staneleco	28	..
290	226	Staveley	286	+ 2
480	380	Steel Bros.	480	– 10
300	227	Steetley	293	+ 6
101	55	Sterling Inds.	70*	+ 3
188	135	Stockdale Hld	142	– 1
94	64	Stonehill	88	+ 2
167	108	Stothert & Pitt	162	..
11	7	Sumner, F.	9½	..
282	219	Sunlight Serv.	227	..
42	30	Supra Group	38	..
32	20	Sutcliffe Spnm	26	..
£26	£20	Swed Match B	£25½	..
251	121½	Swire Pacific	251	+ 3
185	130	Syltone	180*	..
20	11	Symonds Eng.	18	..
357	157	T.A.C.E.	357	+ 4
249	169	T.I. Group	240	..
106	43	TSL Thrm Syn	105	– 1
78	45	Tex Abrasives	64*	..
58	45	Thomas T'line	50	..
227	117½	Ticor Oats	£21	..
165	54	Tomkins, F. H.	165	+ 12
80	38	Tottenham H.	78	+ 2
140	73	Tore & Co.	118	..
43	25	TozerKemsley	36	..
355	84	Traf. Hse. Ltd.	355	+ 16
115½	81	Transport Dev	110	+ 5
57	36	Triefus	40	..
47	29	Triplex Fndry	40	..
162	95	TrustHseForte	160	+ 5
112	56	Turner & New	109	+ 1
181	82	UKO Intnl.	99*	+ 5
25	23	Unicroup	24	..
£11½	885	Unilever	£11½	+ ¼
£46½	£32½	Unilever N.V.	£46½	..
52	35	UnionSteelSA	48	..
194	128	U.B.I.	180	+ 4
20	18	UtdGuar'ntee	19½	..
89	50	UnitedParcels	88	+ 1
315	165	Urico Hldgs	190	..
172	108	Valor	170	+ 3
222	128	Vickers	221	+ 1
134	78	Victor Prods.	87	..
224	163	Vinten Group	195	– 5
230	152	Vosper	165	..
121	65	Wades Potts	121	..
155	106	Wadkin	115	..
172	95	Wagon Indus.	132	+ 2
45	21½	Warrfrd Glass	36½	..
104	76	Watson Kelvn	94	– 2
238	127	Wedgwood	208	– 2
19	11	Weeks Assoc.	13	..
45	26	Weir Group	41	..
21½	9½	Wellman	14½	..
19	12½	Welpac	15½	..
107	62	West's Group	74*	..
45½	25	Wheelock Mar	44½	– ¼
116	64	Whessoe	93	– 2
171	138	Whitecroft Ind	155*	– 2
215	140	Wilkes, J.	170	..
173	130	Williams Hlds	167	..
28	16	Wilmot J. df.	26	..
170	117	Wills, George	140	..
40	32	Wire & Plastic	33	..
308	230	Wolsey Hughs	308	– 12
18	11	Woodhse Rixn	17½	..
375	233	Yarrow	375	– 2
35	17	Yorkgreenin	17	..
99	63	Zetters	93	..
158	75	Zygal Dynam	28	..

LEATHER & SHOES

1984-85 High	Low	Stock	Price	+ or –
455	352	Church & Co.	455	– 5
242	185	FII Group	205½	– 6
178	153	Garner Booth	176	..
48	35	Headlam Sims	35	..
222	174	Lambert Hth.	202	– 2
133	85	Newbld & Brtn	94	– 5
92	70	Pittard Grp.	84	– 1
251	105	Strong & Fisher	148	+ 5
170	79	Stylo	143	..

MINING

1984-85 High	Low	Stock	Price	+ or –
151	100	Aitex Corpn.	127	..
22½	19	Amal. Fin. Inv.	20½	..
£18⅛	£13⅛	Ang. Am. Coal	£16⅛	..
£14	925	An. Am. Cp. SA	970*	..
£69	469	Ang. Amer. Gld	£69	– 1
673	637	Ang. Amer. Inv	£38	..
£39	628	Anglo Vaal 'A'	£30	..
36	28	Aust. Cons Min	29	– 3
390	270	Ayer Hitam	370	..
173	135	Berjuntai Tin.	135	– 5
14	12	Bisichi Tin	12	..
811	622	Blyvoor	691	– 14
24½	12	Botswana	12	..
178	91	Bougnvillel. R	110	..
271	135	Bracken	143	– 6
£48½	£28	Bafe's	£28¼*	– 3
86	44	Carr Boyd	57	– 3
46	29	Central Pacific	29	..
269	170	Charter Cons.	200*	– 2
33	22	Cigran Gold	27	..
526	453	Consol Gold	480	..
570	395	Cons Modd	420	..
350	283	Cons Murchsn	550	..
617	283	De Beers	545	..
358	190	Deelkraal	190	– 10
£18⅛	£12⅛	Doornfontein	£12½	..
£28⅛	£23	Driefontein	£21¼	– ¼
£24⅛	£11	Durban Deep	£11½	– ½
228	190	E. Daggafontn	197	– 2
83	24	East Rand Con	51	..
736	400	E.R.G.O.	400	..
£12½	620	East Rand Pps	650	– 11
600	550	Elandsrand	581	– 14
345	193	Elsburg	210	..
16½	7½	Endeavour	8½	..
900	550	Freddies	560	– 50
£21½	£18⅛	F. S. Geduld	£19	– 1
222	136	Geevor	222	..
£13⅛	840	Genbel	900	..
£17⅛	£10¼	Gencor	950	– 75
65	57	Globe & Phax	57	..
21	9	Gold & Base	11¼	..
220	115	Goldfields Prp	115	..
£19	£10½	Gold Fields SA	£10⅛	+ ⅛
276	155	Gopeng	165	..
£11⅛	620	Grootvlei	625*	+ 10
259	152	Hampton Areas	158*	+ 1
£11⅛	£11⅛	Harmony	£11⅛	– ⅛
620	374	Hartebeest	398	– 6
48	20	Hill Minerals	22	..
£11⅛	653	Impala Plat.	870	– 15
669	666	Johnnies	670	– 2
12½	7½	Kia Ora	8	..
170	105	Killinghall	105	– 5
£23¼	£12⅛	Kinross	£13⅛	+ ⅛
143⅛	125	Kloof	£30⅛	– 1⅛
15	153	Leslie	210	– 3
£29⅛	£16⅛	Libanon	£17⅛	– ⅛
450	220	Loraine	260	..
715	420	LydenburgPlt	425	– 5
75	48	Malaysia Min.	51	– 1
306	144	Marievale	145*	– 6
118	22	Meekatharra	98	..
50	19	Metals Explor	30	..
£12¼	675	Middle Wits.	750	– 10
750	478	Minorco	540	+ 30
252	156	M.I.M. Hldgs.	163	+ 2
20	8	M.T.D. Mang.	15	..
28	12	Negri River	15	..
665	375	New Wits.	388	..
212	129	Nth. Brkn Hill	136	+ 5
25½	30	Nth. Kalgurli	30	..
96	60	Pancontinentl	65	– 2
396	259	Peko-Wallsend	290	+ 4
355	275	Petaling Tin	280	..
326	173	Poseidon	185	+ 5
£34⅛	£20½	President Brand	£20½	– 1
£42½	122	Pres. Steyn	£23½	– ½
£113¼	172	Randfontein	£78⅛	– 1½
720	430	Rand M Props	525	..
712	500	Rio Tinto Zinc	580	– 5
880	617	Rustenburg	630	..
£25⅛	£12⅛	St. Helena	£13⅛*	– ½
82	36	Seltrust 'A'	38	..
65	24	Sons of Gwalia	59	..
389	210	S. AfricanLnd.	265	– 5
16	8¼	Southn Pacific	10½	..
£41⅛	£31⅛	Southvaal	£31⅛	– ⅛
£12⅛	615	Stilfontein	640*	– 15
383	250	Sungei Besi	270	..
473	275	Tanjong	275	..
425	245	TronohTin	275	..
811	661	Unisel	668	– 13
£96⅛	£57⅛	Vaal Reef	£69¼	+ ⅛
£12⅛	598	Venterspost	668	– 23
64	28	Vultan	34	..
932	585	Welkom	585	..
720	357	W. Rand Cons.	384*	– 5
535	325	Western Areas	325	..
£46½	£29	Western Deep	£29⅛	+ 1½
£39⅛	£23	Western Hldgs	£23⅛	– ⅛
287	182	Westrn Mining	187	+ 3
£40½	£21	Winkelhaak	£21	– ⅛
225	98	Wit. Nigel	103	– 4
108	98	Zambia Cons.	105	..
21	13	Zam Copper	13	– ¼
810	674	Zandpan	693	+ 10

INSURANCE

1984-85 High	Low	Stock	Price	+ or –
£21¼	£13	Alex & Alex Sn	£21¼	+ 1¼
170	157	Alx & Alxdl	170	..
£303¼	£191½	Allianz Vers	£302¼	– 9
610	355	Britannic	645	– 15
240	165	Commercial U.	185	..
263	152	Equity & Law	257*	– 6
337	493	General Accdt	525	– 13
693	505	G.R.E.	672	– 2
542	357	Hambro Life	537	– 2
596	318	Heath, C. E.	596	+ 29
234	159	Hogg R'bsnGp	234	– 8
568	416	Legal & Gen.	568	– 10
722	442	London & Man	722	+ 32
255	185	London Utd.	255	..
151½	126½	Marsh & Mcln	£49½*	– ½
251	137	Minet Hldgs	246	– 9
475	342	PWS Intl.	475	– 10
£10½	719	Pearl	£10⅝	– ½
535	431	Prudential	520	– 4
£12⅛	620	Reed Stenh'se	£11⅛	– ½
338	202	Refuge	335*	– 3
532	385	Royal	532	– 2
354	210	Sedgwick Grp	354	– 15
540	397	Stewrt Wri'tsn	540	– 15
440	335	Sun Alliance	432	– 2
794	545	Sun Life	792	– 2
260	158	Trade Indem.	260	+ 30
601	350	Willis Faber	599	– 3
52	31	Windsor secs.	45*	– 1

INVESTMENT TRUSTS

1984-85 High	Low	Stock	Price	+ or –
166	119	Aberdeen Tst.	165	– 2
590	445	Alliance Trust	690	+ 5
454	320	Altifund Cap.	455	+ 3
224	155	AmbroseInv Cp	224	– 1
120	88	AmericnTstOr	120	..
270	223	Anglo-Am Sec	270	– 2
99	64	ArchimedesCp	99	+ 1
127	108	ArchimedesIn	115*	..
394	310	Ashdown	394	+ 4
101	75	AtlanticAssets	93	+ 2
86	58	Bankers Inv.	85	..
174	132	Berry Trust	172	– 6
158	117	Border & Sthn	156	– 2
103	79	Brit. Am & Gen	101	– 1
194	141	Brit. Assets T	194	– 1
25	15	Brit. Control.	25	..
333	263	British Invest	333	– 10
68	55	Brunner Inv.	66	– 2
105	77	C.H. Pacific	103	..
215	144	Caledonia Inv	209	..
74	59	Charter Tst.	74	..
532	412	Con. & Ind. Tst.	532*	– 2
170	124	Crescent Japan	163	+ 1
265	225	Crystlebroak	250	..
65½	51½	Dane Inv. Inc	65	..
105	84	Derby Tst. Inc	105	..
268	242	Drayton Cons.	268	+ 4
398	291	DraytonJapan	390	+ 2
370	294	Drayton Prem	370	+ 5
£10⅛	720	Dualvest Cap.	£10⅛	..
167	140	Dundee & Ldn	165*	– 3
210	145	Edin. Amercn.	184	+ 2
62	39	Edinburgh Fin	47	+ 1
108	86	Edin. In Ord.	106	..
114½	88	Electra Inv.	114	..
280	209	Electric & Gen	260*	+ 5
94	71	Eng & NewYork	93	..
73	55	Eng & Scot. In	73	+ 2
134	104	Europ. Assets	134	+ 2
88	69	F & C Alliance	88	+ 2
122	95	F&CEurotrst	121	..
148	116	F&C Pacific	148	+ 1
248	194	FirstScot. Am.	248	+ 4
45	16	Fledglg Japan	40	..
450	344	Fleming Amer	442	+ 2
258	160	Fleming Ents.	258	+ 4
315	205	Fleming Far E	300	+ 4
528	374	FlemingJapan	528	+ 6
111	90	Fleming Merc	110	+ 1
110	82	FlemingO'seas	110*	..
152	119½	Fleming Tech.	148	+ 2
130	98	For. & Col. Inv	129½	+ ½
40	37	Fundinvest Inc	39½	..
175	120	G.T. Japan In.	167	– 3
56½	36	Gartmore I&F	56	– 2
240	184	Gen. Consol.	234	+ 4
108	76	Glasgow Stock	108	+ 2
255	199	Globe	255	+ 2
214	176	GreenfriarInv	206	..
275	165	Gresham Hse.	260	..
143	113	Hambros Ord.	140	+ 1
233	189	Hill, Philip	233	+ 2
295	215	Independt In.	243	..
219	163	Investors Cap.	219	+ 1
64½	45	Japan Assets	88½	+ 1
105	85	Jos. Holdings	105	+ 1
63	51	Jove Tst. Inc	62½	..
295	215	Lake View Tst	288	+ 2
167	140	Law Deben.	167	+ 2
265	220	Lon. & Gtmore	263	+ 1
168	125	Lond. & Strth.	162	+ 3
83	64	Lon. Merchant	77*	..
96	73	London Trust	92	..
324	298	M&G Dual In.	316	..
127	110	M & G 2nd Inc	114	..
89	69	Merchants Tst	89	+ 1
157	121	Monks Invest.	157	+ 3
68½	51	Murray Grwth	56	+ ½
108	85	Murray Incme	107	+ ½
114	86	Murray Intnl.	113½	+ 1
275	221	Murray Vents.	275	..
73	59	NewDarienOil	69	..
30	20	NewThrom'sp	28½	..
43	34	NewThrog Inc	38	..
386	258	New Tokyo	350	+ 4
283	221	Nth Atlantic S	283	+ 1
135	100	PrecinusMetls	99	..
309	249	Raeburn	309	..
128	93	River & Merc.	127	..
200	158	RiverPlate & G	198	– 1
175	157	Rebeco Fl 5	173	..
188	159	Rolinco sub. S	163	..
237	184	Romney Trust	237	+ 1
£10⅛	695	Rorento	£10⅛	..
255	215	SPLIT Inc	226	..
215	173	Scot. AmernIn	215	+ 2
152	116	Scot. Eastern	148	+ 2
258	181	Scot. Inv Tst	248*	+ 2
361	270	Scot Mrt & Tst	360	+ 2
217	166	Scot. National	217	+ 1
128	93	Scot. Northern	120	+ 1
509	388	Sec. AllianceTst	509	+ 2
111	85	Secs. Trst. Scot	110	+ 1
97	51	Small Co's Inv	87	+ 1
116	93	StocKholders	114	– 1
112	74	TR Australia	90	+ 1
79	63	TR City of Lon	79	+ 1
145	121	TR Ind & Gen	143	+ 3
250	188	TR Nat. Resan	239	..
176	130	TR N. America	168	+ 1
281	191	TR PacificBas	275	..
139	109	TR Property	139	+ 2
89	68	TR Technology	88	+ 1
159	96	TR Trustees	124*	..
114	86	Temple Bar In	112	..
273	208	Thro Grth Cap	260	..
215	160	Throg. Trud.	215	+ 2
150	122	Trans. Oc'n Tst	150	+ 1
128	81	Tribune Inv.	108	..
80½	61	Triplevest Inc	77	..
194	152	U.S. Debenture	194	+ 3
92	73	Viking Resour	74	– 1
74	62	Westpool Inv.	70	..
184	138	Whitbread In.	184	+ 2
89	76	Winterb'mTst	88	– 7
143	109	Witan Inv.	143	+ 5
281	206	Yeoman	263	..

MOTORS & AIRCRAFT

1984-85 High	Low	Stock	Price	+ or –
51	35	A.C. Cars	40	..
11¼	6¾	Alexander Hld	7¼	– ½
41	27	AppleyardGp.	39	..
166	138	Armstrong	164*	..
56½	35	Armstrong Eq	36	+ 2
81	55	Automotive	71	+ 7
22½	14½	B.S.G. Intntl.	22	..
22	11	Bluemel Bros.	13½	..
172	128	Bramall, C.D.	128	..
396	211	Br. Aerospace	385	– 8
128	93	Brit. Car Auct.	93	+ 2
76	33	B.L.	39	+ 1
140	115	Caffyns	122*	..
44½	33½	Cowie T.	42	..
110	72	Davis Godfrey	105*	..
196	122	Dowty Group	195	– 1
45	30	E.R.F.	38	..
304	213	Flight Refuel.	295	..
209	118	Ford	191	+ 4
63	49	Gates, F.G.	60	..
342	217	Gen. Motors	335	+ 6
78	44	Harrison, T.C.	69	..
69	55	Hartwell Grp.	82	..
279	170	Jaguar	277	+ 1
63	34	Jessups	62	..
145	81	Kenning	104	+ 2
36	18	Kwik-Fit Hds	31	..
456	276	Lex-Serv Grp.	315	..
115	67	Lookers	93	..
83	54	Lotus Cars	58	– 1
282	159	Lucas Inds.	254	– 9
14½	10	ManorNat. Gp.	11½	..
99	60	Perry, Harold	84	– 1
150	81	Plaxton	80*	..
63	42	Quick, H. J.	45	..
102	63	Solex	88	– 2
185	125	Westl'nd Aircft	134*	+ 5
38	19	Woodhead J.	25	+ 1
42	21	York Trailer	28	– 1

OIL SHARES

1984-85 High	Low	Stock	Price	+ or –
39	12	Amer Oilfields	20	..
138	90	Ampol Petrol.	124	..
80	45	Anvil	55	..
63	30	Aran Energy	42	+ 1
152	50	Atlantic Reso.	66	+ 4
156	80	Atlantis Res.	55	– 5
92	64	Aust Oil & Gas	80	..
159	60	Berkeley Ex	118	– 1
64	23	Bristol Oil	24	+ 1
332	260	Brit. Borneo	302	+ 5
540	365	British Petrol	493	..
275	185	Britoil	200	– 5
35	10	Bula Resource	13	..
235	162	Burmah	252	+ 1
248	155	Carless Capel	160	..
78	55	Century Oils	68	..
94	49	Charterhall	51	..
173	81	CharthsePetrl	106	– 3
112	50	Clyd Oil	60	– 3
150	50	Clyde Petrolm	85	..
306	173	Enterprise Oil	189	– 1
322	122	Falcon Res.	222	+ 7
105	75	Flord Oil	73	..
460	260	Global NatRes	335	..
143	91	Coal Petrol	94	..
280	185	Gt. Wstrn Res	245	..
80	38	Hadson Petrol	40	– 2
115¼	49½	Hamilton Oil	112¼	+ 4
160	120	Hunt'mePetrol	128	..
29½	16	I.C. Gas Oils	15	– 1
335	250	Inter City Gas	302*	+ 2
115	80	Jackson Exp.	100	..
182	120	Kelmount Drllg	130	..
55	20	K.C.A. Drilling	25	..
363	258	LASMO	335	– 5
570	440	LASMO 'Ops'	460	..
122	80	Mariner Pet	83	– 3
56	29	New Court Nat	46	– 1
120	73	North Sea Oil	75	..
15½	12	Offshore Oil	..	..
85	80	Oil Inspect	80	– 5
23	9	Oil Search	16	– 1
36½	21	Pennine Res	32	..
325	200	Petranol	240	– 5
148	115	Petrocon	134	..
86	45	Petrogen	63	..
74	42	Premier Cons.	48	..
780	372	Ranger Oil	400	– 25
142½	133½	Royal Dutch	142½	– 10
405	246	Saxon Oil	385	– 10
720	545	Shell Transport	650	– 5
128	50	Southwest	56	..
288	184	Sovereign	181	– 3
56	26	Stearn Roman	32	..
32	30	T.E. Energy	31	..
12	8	TarsetPetP'pd	10½	– 1½
26	12	Texas I. Petrl	..	..
300	170	Tricentrol	190	– 8
360	198	Ultramar	205	– 8
75	44	Warrior Reso.	41	– 1
88	58	Woodside Pet.	65	– 1

PAPERS & PUBLISHERS

1984-85 High	Low	Stock	Price	+ or –
111	74	Aidcom Int	96	..
197	135	Addison Com	197	..
587	383	Assoc. Book	587	– 4
525	378	Assoc. News	525	..
194	116	Assoc. Paper	192*	..
185	155	BemroseCorp	175	..
710	595	BoaseMassimi	675	..
415	290	Bristol E. Post	415	..
184	139	BPI C.	179	+ 10
156	105	Bunting Grp.	156	..
443	195	Bunzl	443	– 11
640	386	Carlton Comm	640	..
121	67	Caxton, Sir J.	116	..
263	203	Chapman Inds	263	+ 8
125	83	Clay, Richard	107	..
700	358	Collin, W. Ord.	700	+ 15
125	86	Cropper J.	118*	+ 3
895	640	Daily Mail Tst	895	..
185	104	D.R.G.	161	+ 9
115	56	E. LancsPaper	110*	..
104	68	East Mid. 'A'	98	..
200	134	Fleet Hldgs	200	– 1
150	94	Geers Gross	150	– 2
279	140	Good Relatus	250	..
295	172	HaynesPublsh	290	..
175	110	Homer'ountN	175	+ 3
155	83	Horne (Rbt)	155	+ 11
200	147	Hunterprint	190	..
178	140	Independt News	130	..
520	362	Intl. Thomson	503	..
335	140	KLP Group	555	..
242	192	Lieut. Dly Post	228	..
159	120	L.C.A. Hldgs	150	..
257	162	Lowe H-S-E	257	+ 5
185	105	McCorquodale	180*	+ 5
185	112	Met. Bulletin	183	..
100	63	More O'Ferrall	93	..
115	69	Morgan Com	115	..
130	69	Norton Opax	128*	..
870	467	Octopus	870	+ 15
45	26	Olives Paper	40	– 3
245	106	Pace Michael	238	..
172	143	Prismth & Sun	142	..
275	175	Routledge & K	250	..
915	522	Saatchi	915	+ 8
110	67	Scott & Robsn	108	..
130	76	Smith David	130	+ 4
150	116	Smurfit, J.	144	+ 4
82	75	Trade Pr. Serv	79	..
347	283	Utd Newspapr	325	+ 10
250	123	Usher Walker	205	..
365	160	Valin Pollen	357	..
32	20	Wace Group	29	..
555	303	Waddington	455*	..
275	179	Watmoughs	275	+ 5

PLANTATIONS

1984-85 High	Low	Stock	Price	+ or –
222	124	Anglo Indonsn	222	+ 2
£10¼	315	Assam Doears	£10	..
265	125	Bertam Holds	125	..
115½	84	Cons. Plant	99	..
170	95	Harrisons Mly	110	..
113	77	Highlnd & Low	..	..
97	52	Jitra Rubber	52	..
107	78	KualaLumpur	87	– 1
105	77	Kulim	79	..
£14¼	715	LawriePlant	£14¼	– 1
184	107	Malakof	116	– 1
375	197	McLeod Russ.	375*	+ 3
775	395	Moran	730	..
91	63	Rowe Evans	76	– 2
405	215	Westrn Doar.	325	..
540	297	Williamson, H	540*	+ 35

PROPERTY

1984-85 High	Low	Stock	Price	+ or –
18½	12½	Abaco Inv.	18	+ ½
106	83	Allied London	106	..
11¼	5	Amal. Ests.	6½	..
130	100	Apex. Props.	115	..
87	58	Bairstow Eves	70*	..
428	286	Beazer, C.H.	386	+ 14
250	190	Bilton Perev.	234	..
368	275	BradfordProp	365	..
149	105	British Land	146*	+ 2
149	117	BrixtonEstate	138	– 1
229	170	Capital & Cties	214	+ 7
234	195	Centrovincial	220	..
450	363	ChesterfieldPr	440	..
780	615	Churchbry Est	765	..
160	65	Connells Est.	92	..
54	37	Control Secs.	39	..
110	71	City & New T	109	..
285	206	Cussins Prop.	235	..
320	174	Daejan	317	..
25½	18	Dares Estates	18½	..
9	2½	Edenspring	1½	..
96	10	Eplev Trust	18	– 2
150	125	Estates & Ancy	150	..
91	65	Est. & Gen. In	50	..
168	145	Estate Propty	158	..
75	62	Evans Leeds	74	..
240	215	Ewart NwNth	235	..
160	126	FairviewEsts	158	..
85	63	Gable House	83	..
24	17	Gilbert Hse.	21	..
170	140	Gt. Portland	160	– 2
214	110	Grecat. City Off	193*	..
100	82	GrosvenorSq	95	..
510	387	Hammerson A	508	+ 6
520	460	Haslemere Est	500*	+ 2
43½	19	H K Land	44½	..
320	255	Imry Property	286	..
920	580	Intl. Inc. Prop.	900	..
302	214	Laing Props.	398	+ 4
41	32½	Land Invest.	39	+ 1
315	250	Land Securies	308	+ 2
148	90	Law Land	147	..
196	142	London & Edin	196	+ 6
18	9	Lon & Manse	9	..
313	263	Lon & Prov Sp	277	– 3
132	113	Lon Shop Prop	127	..
320	255	Lynton H'ldes	320	..
115	97	Markhth Secs.	105	..
60	41½	Marlboro Prop.	56	..
124	88	Marler Estates	124	+ 1
118	100	Mayf & Cty P	113*	..
115	86½	McKay Secs.	113	..
335	250	M.E.P.C.	320	+ 8
302	205	MountleighGp	300	+ 15
345	215	MountviewEst	315	..
86	73	Muckiow A.J.	80	..
89	66	NewCavehEst.	83	..
37	16	New England	20	..
39	23	Parkdale Hldg	31	..
240	164	Peachey Corp.	238	+ 8
290	205	Peel Holdings	290	..
196	166	Prop. & Rev.	190	..
124	84	Prop Hold & Inv	111*	+ 1
157	112	Prop. Sec. Inv.	138	..
11	7¼	Raglan	8	..
84¼	64	Regalian Props	80	..
610	295	Rosehaugh	665	..
361	204	Rush & Tmpkn	336	..
157	121	Samuel Props.	150	..
93	79	Scot. Met. Pr.	83	..
17	12½	Sheraton Sec	14	..
145	117	Slough Estates	138	..
190	133	Speyhawk	190*	..
162	132	Standard Sec.	162	..
71	45	Sterling Guar.	..	..
35	15	Stewart Nairn	16	– 1
455	305	Stock Conv	453	+ 3
175	174	Stock Ex Ptys	175	..
71	48	Stockley	67	+ 1
130	68	Town Estates	117	..
45	35½	Town Cen. Sec	40	..
194	145	Trafford Park	194	..
188	132	Tragedlerw'd	186	..
38	28	Trust of Prop.	36	..
566	440	Utd Real Prop	525	..
74	58	Walker Alfred	69	..
540	425	Warner Es.	540	+ 10
450	335	Warnford Inv.	420	– 1
117	112	Wates City Lon	116	– 1
28	17	Webb Joseph	26	..
144½	134½	Wereldhave	144½	– ¼
147	107	West & C. Prop	140	..
22½	16¼	Whitt'ton Intl	21½	..
125	105	Winsave	110	..

SHIPPING

1984-85 High	Low	Stock	Price	+ or –
232	162	British & Com	229	..
157	90	Fisher, J.	117	– 1
780	510	Graig Shipping	725	..
162	85	Hunting Gibs	126	..
56	45½	Jacobs, John	54	..
6	3	London & Over	4	..
113	22	Lyle, S. S.	25	..
62½	26	Mersey Dks U	38	..
60	29	Milford Docks	36	– 1
140	104	Ocean Transpt	138	+ 5
325	240	P & O Defd	..	..
47	4	Reardon Smith	19	– 1
116	75	Runciman, W.	79	..

TEXTILES

1984-85 High	Low	Stock	Price	+ or –
312	265	Allied Textiles	312	+ 2
155	98	Atkin Bros.	106	+ 1
91	69	Beales, J.	72	..
107	86	Beckman, A.	95	..
24	15	Bolton Textile	15	..
111	78½	Brit. Mohair	108	..
78	55	Bulm & Lumb	76	..
182	150	Burmatex	164	..
68	19½	Carpets Intern	52	– 2
165	91	Coats Patons	165	– 6
72½	57½	Corah	62½	..
159	109	Courtaulds	150	– 8
46	30	Crowther, J.	45	..
270	185	Dawson Intnl.	262	..
131	78	Dixon, David	124	..
65	30	Early's of Wit	68	..
16½	7	Ferguson, J.	8½	..
59	40	Foster, John	50½	..
69	40	Hicking Pent.	51	..
60	20	Illingworth, M	55	..
448	83	Ingram, H.	95*	..
95	45	Jerome, S.	83	..
132	97	Leeds Group	120	..
79	49	Lister & Co.	58	..
46	21	Lowe Robt. H	31	..
118	67	Lyles, S.	79	..
94	45	MCD Group	88	..
85	56	Mackay Hugh	77	..
59	34	Martin, A.	54	..
56	29½	Munton Gp.	29½	..
278	186	Notts Manufrs	222	..
62	29	Nova (Jersey)	28	..
60	34	Palma Group	32	..
115	87	Parkland Text	102	..
33	22½	Ramar Textile	25	+ ½
43½	18½	Readicut	28	+ ½
158	85	S.E.E.T.	155	..
56	38	Sandra Murray	54	..
37	21	Sekers Intnl.	35	..
48	35	Shaw Carpets	40*	..
156	112	Sirdar	127	..
92	51	Stroud Riley	58	..
88	61	Textured Jrsy	67	..
172	95	Tomkinsons	125	..
69	38	Tootal	58	– 1

TOBACCOS

1984-85 High	Low	Stock	Price	+ or –
560	175	BAT Inds	560	+ 2
95	54½	Carroll Inds	85†	– 5
196	137	Imps	196	+ 1
189	112	Rothmans	188	– 1

RIGHTS ISSUES

Issue Price	Stock	Price	+ or –
64	Bairstow Eves (nil pd)	6 pm	..
60	BurgessProp (nil pd)	54 pm	..
485	Carlton Commun (nil pd)	150 pm	..
20	L.C.P. (nil pd)	19 pm	+ 2
255	Pilk'ton Bros (nil pd)	45 pm	..
178	Westpac (nil pd)	60 pm	..

RECENT ISSUES

Issue Price	Stock	Price	+ or –
160	Access Satellite	192	..
140	Allda Holdings	165	..
100	Breakmate	111	..
130	Brit. Telecom (50p pd)	115	+ 4
105	CVD International	152	+ 3
160	Candover	214	– 3
115	Craton Lodge	186	– 4
£50½	Eurotunnel Bd (£20pd)	£31¼	..
£95½	Exch 9½% 1998 (£30 pd)	£59⅛	+ ½
170	Firsland Oil	125	– 3
78	Gabbicci	91	+ 1
38	Healthcare Services	28	+ 1
210	Iceland Frzn FoodHld	395	..
–	Inds. Scotland Engy.	125	+ 5
145	Instem	225	+ 2
–	Johnson Mt 8% CPref	140	..
85	Klark-Teknik	152	+ 7
–	Kingsley & Forester	62	..
117	Media Technology	171	+ 1
–	Monument Oil	24	..
55	Optometric	54	+ 1
140	P&M Int	176	+ 2
130	Penny & Giles	150	..
70	Plasmec	75	..
92	Process Systems	92	– 1
–	Racal 7% conv	125	..
20	Rex Williams	20½	..
140	Share Drug Stores	226	+ 2
110	UDO Holdings	137	+ 1
152	Wardle Storeys	200	+ 2

TOURIST RATES

Country	Rate
Australia	1·38½ dollars
Austria	24·75 schillings
Belgium	71·00 francs
Canada	1·50½ dollars
Denmark	12·83 kroner
Finland	7·52 markkaa
France	10·89 francs
Germany	3·55 marks
Greece	°156·00 drachmae
Holland	4·02 guilders
Iceland	°46·00 kronur
Ireland	1·15½ punt
Israel	710·00 shekel
Italy	°2·185 lira
Japan	290 yen
Malta	°0·6180 pounds
New Zealand	2·34 dollars
Norway	10·35 kroner
Portugal	°190·00 escudo
South Africa	°2·50 rand
Spain	°196·50 pesetz
Sweden	10·24 kronor
Switzerland	2·96 francs
Turkey	510·00 lira
United States	1·13½ dollars
Yugoslavia	°270·00 dina

Rates indicate approximate foreign currency bank rates obtainable for sterling in Britain.

° Subject to limit.

LONDON FINANCIAL FUTURES

		Close	Day's range	Contracts traded	High-Low
Long Gilt	Mar	107·06	107·08–106·07	4746	111·5–105·04
	June	106·19	106·20–106·03	51	106·19–104·28
US T-bond	Mar	71·25	72·00–71·18	2835	72 24–59·23
	June	–	–	–	70·24–70·20
3 month £	Mar	89·81	89·81–89·64	1620	94·54–89·24
	June	89·70	89·70–89·54	157	90·13–89·19
3 month Euro-dollar	Mar	90·93	90·96–90·84	6034	90·95–88·04
	June	90·35	90·39–90·26	782	90·35–89·65
Sterling	Mar	1·1415	1·1418–1·1355	218	1·2770–1·157
	June	1·1380	1·1355–1·1345	215	1·1438–1·137
D-mark	Mar	0·3184	0·3180–0·3166	26	0·3437–0·316
	June	–	–	–	
Swiss Franc	Mar	–	–	–	0·4015–0·393
	June	–	–	–	
Yen	Mar	0·3940	0·3934–0·3974	5934	0·4109–0·390
	June	–	–	–	
FT-SE 100	Mar	126·05	126·10–124·15	440	126·05–112·0
	Jun	–	–	–	120·65–120·0

Contracts specifications include:
Long-Gilt—notional 20 year stock with 12 pc coupon and face value of £50,000
US T-bond—notional 15 year stock with 8pc coupon and face value of $100,000
3 month sterling, eurodollars—£250,000/US$ 1 million with cash settlement option.
Currencies are quoted against the dollar with face values of £25,000, Dm 125,000 Swfr. 125,000 and Yen 12,500,000
FT-SE 100 quoted one-tenth the index with face value of £25 per index point. Settlement cash only.

LONDON TRADED OPTIONS

Option	Ex'cise Price	CALLS Closing Offer (P) JAN.	APR.	JULY	PUTS Closing Offer (P) JAN.	APR.	JULY
BP	460	38	48	65	5	14	19
BP	500	7	22	30	30	32	38
Comm. Union	180	13	22	25	3	8	10
Comm. Union	200	3½	11	16	12	17	20
Cons. Gold	460	28	45	62	4	17	22
Cons. Gold	500	5	27	32	30	47	55
Courtaulds	130	20	22	24	2	4	5
Courtaulds	140	10	14	18	4	8	12
GEC	200	25	32	40	1½	4	5
GEC	220	7	17	24	6	10	15
Grand Met.	300	17	26½	35	5	15	18
Grand Met.	330	3	8	16	22	30	35
ICI	700	56	70	73	1½	7	18
ICI	750	15	32	44	12	26	35
Land Securities	300	10	29	25	4	9	13
Land Securities	330	1	6	13	26	31	31
Marks & Spencer	110	17	20	23	1½	5	5
Marks & Spencer	120	8	11	16	3½	7	9
Shell	600	55	67	75	5	11	16
Shell	650	15	30	37	15	25	33
Traf. House	330	25	32	38	2	6	11
Traf. House	360	4	11	19	13	19	24

Option	Ex'cise Price	CALLS FEB.	MAY	AUG.	PUTS FEB.	MAY	AUG.
Barclays	560	40	50	60	12	20	25
Barclays	600	12	20	32	27	38	37
BAT Inds.	330	40	48	58	3	10	17
BAT Inds.	360	17	28	35	13	20	25
British Telecom	100	16½	20	22½	1	2½	4
British Telecom	110	8½	13	16	5½	5	7½
Imperial Grp	180	19	23	27	5	5	8
Imperial Grp.	200	9	14	19	9	12	15
LASMO	300	42	50	60	5	9	13
LASMO	330	25	33	40	16	23	30
Lonrho	160	11	16	19	6	9	12
Lonrho	180	4	8½	8½	18	21	25
P & O	300	29	38	38	3	8	13
P & O	330	10	18	23	15	23	24
Racal	260	32	40	48	4	6	8
Racal	280	20	28	36	10	14	18
R.T.Z.	560	60	60	67	8	16	22
R.T.Z.	600	20	33	43	27	45	48
Vaal Reef	980	6	9½	12	6½	11½	14
Vaal Reef	£90	2	5	8	11½	16½	20½

Option	Ex'cise Price	CALLS MAR.	JUNE	SEPT.	PUTS MAR.	JUNE	SEPT.
Beecham	360	38	47	55	7	11	17
Beecham	390	18	24	30	20	28	35
Bass	460	60	70	77	6	10	12
Bass	500	28	39	47	15	20	25
De Beers	390c	45	58	68	24	40	46
De Beers	420c	23	40	82	42	57	70
GKN	180	31	36	42	3	5	8
GKN	200	16	22	27	8	12	16
Hanson Tst	330	23	28	38	9	16	21
Hanson Tst	360	9	16	22	20	33	37
Jaguar	240	39	45	47	1	5	9
Jaguar	260	25	28	36	5	11	14
Tesco	220	28	27	32	5	8	12
Tesco	240	10	16	21	14	18	20
FT-SE 100	1200	70	82	93	17	30	40
FT-SE 100	1250	42	54	70	37	50	67

TOTAL CONTRACTS: NOT AVAILABLE

xd—ex-div. † ex-scrip ‡ ex-rights
xa—ex-all. *** quotation temp suspended
c—capital return z unlisted security
δ Tax free to non-residents

هكذا من الأصل

صورة عن الأصل

INVESTMENT & BUSINESS

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SE Council defers ruling

THE STOCK Exchange Council has deferred a final decision on new membership proposals while the membership sub-committee drafts an amended report based on six hours of Council discussion this week.

General agreement has been reached on the status of new corporate members of the Exchange, but essential details, including the level of voting and representation rights of external members and the level of the "entrance fee" have yet to be fixed. The next Council meeting is due next Tuesday but the committee, headed by George Nissen, may not report until later next week.

Dairies tops £53m

ASSOCIATED Dairies Group has increased its first half profits to Nov. 10 by more than £5m before tax to £53·7m, on turnover up from £876m to £993m.

The interim dividend is to be raised from 1·04p net to 1·15p, payable March 1.

Questor—P22

JFB setback

JOHNSON & Firth Brown, the Sheffield special steel and engineering group, was let down by its associate in the year ended Sept. 30, and reports a pre-tax loss of £4·11m against a comparable £10·89m loss.

The group's attributable loss of £8·3m is wholly due to losses of Sheffield Forgemasters, the board says.

Questor—P22

Peat in profit

GUINNESS PEAT returned to profit in the year to Sept. 30 with a pre-tax figure of £10·5m compared with a loss of £2·07m in the previous 17 months.

A final dividend of 0·8p takes the total to 1·4p, the first full year payment since 1981.

Questor—P22

Harvard 'confusion'

TWO DAYS after its own public relations people announced that licensed dealers Harvard Securities were in possible bid talks with the giant Citicorp group, Harvard yesterday issued a statement to "categorically deny" the receipt of "any communication whatsoever in respect of a bid by Citicorp or any of its associates."

Harvard chairman Tom Wilmot said that "it happened while I was away and was simply a case of total confusion and misunderstanding. We couldn't be more embarrassed."

Gilt-edged options

THE Stock Exchange today introduces its first traded option on a government gilt-edged stock. The stock chosen is Exchequer 10 p.c. 1989 and, as with Ordinary share and index traded options, both calls, which give the right to buy the stock, and puts, giving the right to sell the stock at fixed prices, will be available.

The contract size chosen is £50,000 nominal of stock which makes the new instrument of most interest to institutions rather than private investors.

DMI gold loss

DMI TRUST, the Muslim investment bank which operates under strict Sharia law, sharing risks instead of taking interest, lost $48m on gold bullion holdings in 1983-84, which swallowed up operating profits of $1m and $2m in the last two financial years.

WORLD MARKETS

AMSTERDAM (ANP CBS Gen)	186·90	—	1·30
BRUSSELS (Stock index)	2,153·45	—	4·85
FRANKFURT (Commerzbank)	1,141·40	+	3·60
HONGKONG (Hang Seng)	1,269·95	—	13·06
NEW YORK (Dow Jones)	1,202·74	+	11·04
PARIS (CAC General)	187·70	+	1·60
SYDNEY (All Ordinaries)	715·6	—	2·7
TOKYO (Nikkei Dow)	11,763·57	+	83·78
ZURICH (Credit Suisse)	331·60	+	0·70

U.S. RATES

Federal funds ... 8 p.c. (8¼ p.c.)
Treas. 3 month bills 7·70-7·65 (7·80-7·75)
Long bonds ... $102·05 ($102·15)
Yield ...... 11·48 p.c. (11·45 p.c.)

U.S. COMMODITIES

SILVER: Jan. 615·0 (586·8), Feb. 618 (589·5), March 622 (593·5), May 630·7 (602·1), July 639·8 (611·2), Sept. 649·7 (621·1), Dec. 665·7 (637·1), Jan. 671·2 (642·6), March 681·2 (652·6), May 694·2 (665·6), Sept. 718·7 (690·1), July 704·2 (677·6).

COPPER: Jan. 58·00 (56·75), March 58·70 (57·45), May 59·30 (58·05), July 59·85 (58·65), Sept. 60·40 (59·20), Dec. 61·30 (60·15), Jan. 61·60 (60·45), March 62·25 (61·00), May 62·85 (61·80), July 63·45 (62·25), Sept. 64·25 (63·05), Dec. 64·60 (63·40).

COCOA: March 2,089 (2,082), May 2,115 (2,108), July 2,113 (2,109), Sept. 2,116 (2,110), Dec. 2,050 (2,030), March 2,039 (2,038).

CHICAGO SOYABEANS: Jan. 575¼, March 587¼ [illegible]

CHICAGO WHEAT: March 345½ [illegible] July 339 [illegible], March 343 (342½).

FT—ACTUARIES INDICES

Industrial Group	628·21	(+9·00)
"500"	665·74	(+8·05)
All-share	605·35	(+7·04)

International stock markets race to peaks

By CLIFFORD GERMAN

SHARE prices on the stock exchange in Tokyo, Frankfurt, Zurich and Paris as well as London reached new peaks yesterday although Wall Street, the biggest and most influential stock market, struggled to top 1,200 — 7 p.c. below its all-time peak which was reached in November, 1983.

The Nikkei Dow Jones index in Tokyo rose 83·78 to close at 11,763·57, the Commerzbank index in Frankfurt rose 3·60 to 1,141·40 and the FT 30-share index jumped 11·9 to 983·1.

In Hongkong and Amsterdam share prices slipped back slightly from new peaks reached on Tuesday.

The ability of the European and Japanese markets to advance while Wall Street stagnates ignores the fact that the American economy has shown the fastest growth over the past two years and usually dictates the trends on the smaller markets. The FT 30-share index, which traditionally trades at around 50 p.c. of the Dow Jones index, now stands above 80 p.c.

Michael Prag, senior partner of Simon & Coates, explains the increasingly different paths share prices have taken in the past six months in terms of the prospect for steady growth in Japan and the United Kingdom and possibly faster growth in much of Western Europe this year compared with 1984.

On the other hand, Wall Street investors face the prospect of slower economic growth and increasing pressure on profit margins and continuing nervousness about the Federal government's budget deficit.

Brendan Brown, at Phillips & Drew, sums up the differences in terms of relatively weak currencies boosting company profits in Western Europe and Japan while the strong dollar is putting an increasing squeeze on the profit outlook for American companies.

Michael Walker, of Laurie Milbank, expects the Federal Reserve to act to ease United States interest rates in the next few weeks, a move which would support shares on Wall Street but also encourage the world-wide movement from cash into investments, strengthening bond and share markets alike.

But investors and analysts still expect European and Japanese markets to outperform the United States market. Michael Cook, of Panmure Gordon, contrasts the prospects in the United States with Europe and Japan, where profits have been held back by dear money, the cost of re-equipment and slower domestic growth but the outlook for corporate profits is now improving.

Michael Prag sees the British market possibly following a similar pattern to last year, with an early surge possibly followed by a period of consolidation. Share prices are being supported by a combination of plenty of cash in investors' pockets, the prospects of continuing good profits and dividend income and a series of takeover bids in prospect to tempt investors.

Those who a few months ago were bullish of fixed interest stocks now see equities as a relatively better bet.

UNCONSCIOUSLY perhaps, the Council for the Securities Industry has presented a devastating indictment of the plans to restructure the Stock Exchange. This emerges in a 12-page paper entitled Conflicts of Interest. It comprises a complicated set of draft rules designed to prevent conflicts of interest developing once the clear distinction between stockbrokers acting as agents and stockjobbers operating as principals has vanished.

Instead of the present simple rule that stock market firms may act either for investors, or deal in shares as principals, but may not combine both activities, the Council has come up with 17 general principles. In addition it has put forward 11 ways of judging whether so-called "Chinese walls" between different parts of the same business are effective and has appended the advice, inevitable in the circumstances, that large investment businesses should establish a compliance section whose sole job would be to see that the above rules and regulations were being observed.

Alas, investors are now stuck with this absurdity and will have to make the best of it. The paper sensibly starts by spelling out the law of agency, which enjoins that agents owe a duty of loyalty to their clients. Building on this, a number of extra rules are put forward. They are couched in general terms, being relevant not only to the Stock Exchange itself but to the wider reaches of the securities industry.

The key provision is that where a practitioner can deal with a client either as a principal or as an agent, he or she shall ensure that the client understands the consequences of the practitioner dealing with him, or her, in either capacity.

Moreover, with each transaction, clients must be made fully aware of the capacity in which the practitioner is acting. Advice notes, contract notes or other documents relating to each investment transaction must show whether the practitioner acted as principal, or as agent, or as agent for another.

So far so good. But when the five tests that show whether a practitioner must abide by a best-advantage rule are reached, it has become clear that there will never again be anything simple or clear-cut about transacting business on the Stock Exchange. Most investors will close their eyes and hope for the best. And therein lies the danger.

CITY COMMENT

City watchdog chews up Stock Exchange plans

Clearers losing market share

BRITAIN'S big high street banks appear to be losing their position as the country's most important providers of finance, having already lost their battle for control of the nation's savings. This is demonstrated by the latest official analysis of bank lending, published by the Bank of England.

The Bank's figures reveal that there was an unprecedented surge in credit demand during the three months to November, with manufacturing industry coming forward as a big taker of funds. Government economists are refusing to make too much of this as they suspect the surge in borrowing by industry was partly the result of attempts by companies to beat new VAT rules on imports by buying in early.

What is undeniable, however, is that the major clearers enjoyed far less than their fair share of this new business. Sterling lending to all sectors increased by £6 billion over the quarter, but lending by the clearers increased by only £1·7 billion.

The clearers thus contributed less than £5 to every £10 of new loans made during the quarter, whereas in the past they used to account for more than half of all domestic financing. If their activity in the personal lending and mortgage market is excluded, the picture becomes even more disturbing, with the clearers providing just £2 of every £10 of new loans to business and commerce.

No one, least of all the clearers themselves, seems able to provide a ready explanation for this loss of market share. But foreign banks in London must be rubbing their hands with glee.

The official figures reveal that "other overseas banks," a category which includes the big Canadian, French and German banks with branches in Britain, increased their sterling lending by more than the clearers during the November quarter while the Americans almost matched the clearing bank performance.

The high street banks now account for only 60 p.c. of total sterling lending in Britain and just 40 p.c. of lending to industry and commerce.

Open season for mergers

WE APPEAR to be going through a season of building society mergers. Not only are the smaller names getting together — the Peterborough with the Argyll or the Sussex Mutual with the Citizens Regency — and not only are the big societies hitching themselves to smaller units — the Midshires taking on the Ealing & Acton and the Bradford & Bingley absorbing the Hibernian — but the big societies are arranging weddings with spouses from their own class: the Leeds & Holbeck has finally said yes to the Leeds Permanent, and the Leicester is promised to the Alliance, which the BSA's deputy chairman Roy Cox heads.

The latest to name the day, this week, is the Heart of England, the society of BSA chairman Herbert Walden, with the Coventry.

The number of societies halved between 1910 and 1950, halved again by 1974 and again by 1985, leaving fewer than 200 societies now. And there is no doubt that contraction will continue. How happy can the Woolwich, Anglia and currently leaderless National & Provincial be, for instance, to have been pushed down the ladder by the elevation of the Alliance & Leicester?

For the urge to merge comes partly from a league table mentality, trying to jump a position, or at least merge defensively to maintain a place. But the current trend is also related to the major changes facing the building societies from 1987 onwards, when new legislation will be implemented. There will be economies of scale in combining to offer banking or insurance services and in marketing.

Mergers are easier to implement now than in recent times because the differences between the societies have been reduced. Interest rates to investors are very close again, and while basic mortgage rates vary, differentials for larger loans are diminishing. Accounts can be integrated quite easily.

But do customers benefit from size? True the branch network may be wider; but the extra offices may be on the opposite side of the county and your local branch may be sacrificed in rationalisation. Savers' rates tend to be trimmed down, perhaps because experience shows that management costs can rise sharply in the short-term and not fully fall again.

Jobless figures hearten Wall St

By JAMES SRODES in Washington

GROWING expectations that America's economy will sail through 1985 with jobs growth and lower interest rates yesterday boosted Wall Street's share prices to their best daily gain this year.

The Labour Department reported that the unemployment rate rose 0·1 p.c. to 7·2 p.c. in December from a revised 7·1 p.c. in November.

The small increase in the jobless rate was caused by an inordinate jump in people entering the job market and in fact the report showed that America's economy actually recorded strong job gains in December.

The December figures showed that over 300,000 jobs were added to business payrolls during the holiday month.

A small bank in America's mid-west cut its prime rate to 10½ p.c. from 10¾ p.c. and although no major banks followed through, the move was in line with short term rate trends.

The broker loan rate was cut to 9 p.c. from 9½ p.c. by Bankers' Trust. Federal funds, which banks charge each other for overnight loans, also declined sharply during the day, falling below 8 p.c. for the first time in weeks.

The good news gave Wall Street investors' something to cheer about and share prices surged in a burst of enthusiasm that had pushed the Dow Jones industrial average above the critical 1,200 mark by mid-afternoon.

The Dow Jones closed 11·04 higher at 1202·74. Sterling closed at $1·1420 against 1·1480.

THE DAILY TELEGRAPH—NATWEST ENTERPRISE AWARD

£20,000 IN PRIZES FOR YOUNG BUSINESSES

FOR THE third year running, The Daily Telegraph and the National Westminster Bank have joined forces to offer substantial cash prizes to reward enterprising small businesses. The competition is being organised by Venture Capital Report.

In each of the previous years, more than 200 companies entered their names. On both occasions the judges were extremely impressed by the high standard. Any one of the 20 companies shortlisted each time would have been a worthy winner and the four finalists in 1983 and 1984 have without exception continued to forge ahead.

The competition itself helped: sales director David Williamson of Dorniver, which produces drilling machines used on printed circuit boards, said the award provided status — "potential customers started looking at us seriously."

The competition is open to all established but still young businesses in manufacturing or service industries. The prizes, subscribed by the National Westminster Bank, are a first prize of £15,000 and the balance of the £20,000 for the runners up. The award carries considerable prestige and the winner and runners-up will receive Press coverage.

Companies eligible to enter should be British, independent and managed by their owners. They should have been established a minimum of two years by January 1, 1985. To be "small" assets should be not more than £750,000, turnover should not exceed £1·5 million and there should be a maximum of 50 employees.

The judges, whose chairman will be Sir Owen Green, chairman and chief executive of BTR, will be looking for businesses that combine a record of success and enterprise in the past with effective plans for future growth.

In addition, the judges, who also include Philip Girle, director and general manager of the National Westminster Bank; Andreas Whittam Smith, City Editor of The Daily Telegraph; and Angus Forrest of Venture Capital Report, will pay attention to innovation and sheer ability to survive.

Last year's winner, Pipeline Induction Heat, which produces heat equipment for welding, and coats the pipelines afterwards to prevent corrosion, found that winning brought offers of money and persuasion to go public.

The company is now operating in 11 countries and found it a help, for instance, that the Japanese had heard of both the newspaper and the bank which had awarded the prize.

The 1983 winner, Noblelight, manufacturer of pulse and continuous wave lamps, said the award established Noblelight as a company of substance. "Before the award the question was who is Noblelight? After the award they knew."

Entry forms should be obtained from Venture Capital Report, 20 Baldwin Street, Bristol BS1 1SE, by writing or by telephoning 0272 272250. Completed entries must be submitted by February 15, 1985. The names of the winner and runners-up will be announced at a prize giving ceremony on March 22, 1985 at the National Westminster Tower in the City of London.

Fraud prosecutions to get DPP priority

By BARBARA CONWAY

THE DIRECTOR of Public Prosecutions said yesterday that the investigation and prosecution of fraud will become the major single concern of his office once new proposals for creating a national prosecution service come into effect.

Speaking to THE DAILY TELEGRAPH, Sir Thomas Hetherington commented that "the problem of fraud is a very important one, perhaps much more so than we thought a few years ago, and we are treating it very seriously."

Part of the new crackdown on commercial crime and corruption are the Fraud Investigation Group units set up by the DDP's office. These have been operating on an *ad hoc* basis for several years, but have now been formalised and placed under the supervision of principal assistant DPP John Wood in separate offices.

The brief is to examine all potential fraud cases, at the earliest possible moment, with the active assistance of the police, Department of Trade and any relevant experts. The department has, for the first time, taken on three in-house accountants for expert advice.

"We have an extra budget of £100,000 for this financial year to help with expanding the fraud divisions," explained Sir Thomas, "and in due course, Treasury permitting, we hope to expand further.

"It might not sound all that much but, with the new prosecution service, we will have more officers free here at headquarters to deal with fraud cases," he added.

Sir Thomas is aware of criticism that the earlier FIGs were not conspicuously successful. But he said "on the whole we think they did work, in speeding up investigations and ensuring that all sides knew what was going on, where apparent failures occurred they were through matters outside the scope of the group, such as evidence from overseas witnesses."

Matters such as admissable evidence from overseas and powers to search for and "freeze" assets of suspected fraudsters through court orders, formed part of the DPP's evidence to the Roskill Commission on treatment of fraud.

"I did also advocate the idea of replacing fraud juries with a panel of assessors," stated Sir Thomas. "The problem is that in fraud cases a jury of peers means people who are likely to understand finance and they are just not the kind of people likely to be free for a long trial."

Equally important, he feels, is the idea of an early pre-trial review "which would give the judge the chance to look at the evidence and decide if the case should go ahead to full trial.

"We think it is also very important fo rall those involved in any trial, including counsel, to be at the pre-trial stage.

And it would help to avoid a great deal of confusion if, say, there could be some form of agreed statement signed by accountants on financial aspects of a case which are not disputed." argued Sir Thomas.

The theme of continuity is also regarded as very important in the FIGs, the first of which are handling corruption allegations at the Property Services Agency and cases relating to Lloyd's of London.

In the past there have been frequent rifts between the DPP and the City of London and Metropolitan Fraud Squads over the length of time taken to decide on fraud prosecutions.

"If the police let us know about cases early enough, they will be treated as quickly as possible under the new system" said Sir Thomas.

Duffryn defence looks for £19·5m pre-tax

By MICHAEL BECKET

THE miners' strike will slice £2·5 million off the Powell Duffryn pre-tax profit for the current year to end-March, but it will still achieve £19·5 million, the company forecast yesterday in its defence against the £177 million bid from Hanson Trust.

The strike has not been all loss, chief executive John Franklin points out in his letter to shareholders, as the decline in the business for coal-carrying ships was partially offset by "developing additional oil trading opportunities." And the ships have now been redeployed, so "we have been able to confine the major impact of the strike on profits to the first half."

Had the company achieved the £22 million the profit would have been 20 p.c. up on last year which was itself 42 p.c. higher than the previous year. Early next month the board will be able to see how fuel distribution has gone and update the forecast.

Longer-term prospects are also rosy, Mr Franklin tells shareholders, following the sale of less profitable businesses and capital spending. He sees potential for growth in the Hamworthy Engineering subsidiary's pumps, anaerobic digesters and filtration equipment as well as in the American Hiller subsidiary.

The board is still urging refusal of the Hanson bid and is forecasting a total dividend of at least 18p against 16p last time. Powell Duffryn shares slipped 1p to 437p compared with a bid value of 451p at yesterday's closing price for Hanson of 338p, down 4p.

Hanson said yesterday that the Powell Duffryn document "isn't a surprise to the market as the share price showed, nor it is a surprise to us." But the company refused to comment on rumours that it was already gearing for another takeover bid, for Courtaulds.

Oil stocks and prices decline

By ROLAND GRIBBEN

OIL prices lost ground yesterday in spot market trading after the sharp rise earlier in the week helped by the cold spell sweeping Europe. North Sea price falls ranged between 15 and 35 cents a barrel in what traders described as active but nervous markets.

The fall came as International Energy Agency figures released in Paris showed that oil companies have been continuing to run down stocks, while the Energy Department listed the names of the 135 companies seeking licences in Britain's ninth offshore licensing round.

North Sea Brent oil, the most heavily traded crude, lost 15 cents for prompt delivery and finished the day at around the $26·50 a barrel mark, a discount of $2·15 on what traders say is an indefensible official price of $28·65.

Brent was being quoted at $26·20 for delivery next month and $26·05 for shipment in March, a fall of 35 cents on Tuesday's levels.

The market is continuing to point to a cut in official prices, but the British National Oil Corporation and the Government show no sign of wanting to take any initiative that would further upset the market or the Organisation of Petroleum Exporting Countries.

The Energy Agency's latest monthly oil market report confirmed that the rundown in oil stocks in the industrialised world continued in the fourth quarter last year at the rate of 800,000 barrels a day.

Oil company stocks dropped by 1·2 million barrels but increases in government-held reserves, mainly in the United States, offset part of the reduction. At the end of the year stocks were estimated to be about the same as a year ago at 427 million tons, equivalent to 90 days demand.

The report says that oil demand in the industrialised world last year rose by 2·7 p.c. and is forecast to grow by 1 p.c. this year. Opec output last month is put at 16·8 million barrels a day against a ceiling of 16 million barrels, but the agency confirms that non-Opec output, including Britain's contribution, accounted for almost all the growth in world oil supplies last year.

The Energy Department plans to announce by the end of the month the "winners" of the exploration blocks earmarked for auction in the ninth licensing round. A total of 52 companies put up a total of around £240 million for 13 of the 15 blocks on offer, and after stripping out the unsuccesful bids the Government is expected to end up with £120 million.

The auction list includes the leading explorers like Shell, Esso and British Petroleum as well as as the privatised Britoil

● Charterhouse Petroleum is paying around £3 million to buy the oil and gas interests of Axel Johnson, the Swedish group, in the United Kingdom sector of the North Sea. Johnson is taking Charterhouse shares in exchange and says it plans to hold on to them.

P & O Sterling terms next week

By JOHN RUDOFSKY

LONG-AWAITED merger terms between Peninsular and Oriental Steam Navigation and Sterling Guarantee Trust are now expected Monday morning, with merchant bankers for both sides hammering out final details.

The basic terms, in the form of a bid by P & O for Sterling Guarantee, were finalised in the early hours of yesterday morning between advisers. Then Sir Jeffrey Sterling, chairman of both companies, called a halt to share dealings, and now both boards of directors will need to give their approval before the deal is made public.

All the indications yesterday suggested straight share swap terms by P & O for Sterling Guarantee, possibly on a one-for-five basis.

With P & O suspended at 325p these terms would value Sterling Guarantee shares at 65p each and the company at £265 million.

But Sterling Guarantee's shares were up another 5p to 74p before the official suspension, valuing the property business at £302 million.

There was certainly a fear within the companies that stock market speculation was getting a little ahead of the game with both shares moving up sharply in recent days. In particular Sir Jeffrey does not want P & O shareholders to feel aggrieved by the takeover terms.

Dealings were halted not only with negotiations at an advanced stage but with fears of a disorderly market in the shares developing.

Sir Jeffrey said yesterday: "The merger will co-ordinate the strength and management skills of the companies which bode well for the future."

He sees advantages for top management in combining the operations. Sir Jeffrey and long-standing deputy Bruce MacPhail are on both boards and close City observers are keen to back the Sterling-MacPhail teams.

Explaining his enthusiasm for the expected deal Alan Carter, of Scrimgeour Kemp-Gee, remarked: "The whole thing is about Sir Jeffrey. He knows how to run a company and how to make money for shareholders."

Sir Jeffrey is looking for synergy in combining the Bovis arm of P & O with Sterling Guarantee's property expertise. Sir Jeffrey also wants to build on the service aspect of both sets of operations.

He is anxious to keep down gearing in the combined balance sheet for future deals, which is why Sterling Guarantee's 20 p.c. stake in P & O worth £85-90 million will be placed before the takeover goes through rather than cancelled in the share exchange.

The shares will go to institutions, but a placing may be extended to all P & O shareholders as a sweetener for the deal.

They lost their cross-Channel shareholders' perk when P & O Ferries was sold last week for £12·5 million as part of the dock-clearing exercise for this deal.

Sir Jeffrey Sterling . . . 'Merger well for the future.'

Sir Jeffrey, 50 and knighted in the New Year honours list, has a strong City following. He moved into the property company, then called Town & City, when it had all but crashed in June 1974. Its value was then less than £1 million.

Russians hinder CSO sales

CENTRAL Selling Organisation's annual sales of rough gem and industrial diamonds were hindered last year by Russian marketing tactics in polished stones, the impact of high real interest rates and the strength of the dollar.

Figures released by the De Beers' marketing arm show 1984 sales of $1·613 billion compared with $1·599 billion in 1983, a 0·9 p.c. increase.

After first half sales of $945 million the outcome for the second six months was $668 million. The year's total is generally at the lower end of market expectations.

Currency movements have, however, swelled the figures in South African rand terms—the currency in which De Beers accounts—from R1·77 billion to R2·31 billion, a 30 p.c. increase. Had the sales been converted at year-end exchange rates in both 1984 and 1983 the rand figures would have been R3·21 billion compared with R1·95 billion.

The second half is traditionally the quieter period for CSO

RECORD YEAR FOR
CHARLES BAYNES PLC

CHARLES BAYNES PLC IS A DIVERSIFIED INDUSTRIAL SERVICES GROUP PROVIDING TEXTILE RENTAL, INDUSTRIAL CLEANING, PROPERTY REFURBISHMENT, COMMERCIAL PAINTING, ASBESTOS REMOVAL AND PROPERTY MAINTENANCE.

	YEAR TO 30 SEPT 1984	ANNUALIZED INCREASE
TURNOVER	£5,663,000	+173%
PRE-TAX PROFITS	£ 558,000	+82%
EARNINGS PER SHARE	4.43p	+93%
DIVIDEND PER SHARE	2.25p	+108%

Main points from the Chairman's Statement for the year to September 30th 1984.

- Diversification into textile rental and cleaning and industrial property services proves particularly encouraging.
- Excellent progress made towards National representation for Group's services.
- Indigenous expansion continues and further acquisitions planned.
- Current year turnover already showing substantial improvement.
- Major impact of diversification expected in current year.

The Annual General Meeting of the Company will be held on January 31st 1985 in the Institute of Chartered Accountants Hall, Moorgate, London EC2.

For a copy of the recently published Report of Accounts of Charles Baynes PLC please contact The Company Secretary, 6 Museum Place, Cardiff CF1 3BG.

Beazer's £26m wins Leech

THE prospect of C. H. Beazer becoming a major national force in housebuilding took a big step forward yesterday when it agreed a £26 million bid for Newcastle housebuilder William Leech.

The new terms — Beazer narrowly failed with a £21·5 million offer for Leech last summer—are 165p of 8½ p.c. convertible loan stock, underwritten for cash, for every Leech Ordinary. At current market prices this is worth more than 173p a share, and Leech returned from suspension to close 32p higher at 170p. Beazer improved 14p to 386p.

The offer is being recommended by the Leech board and has won approval from its founder president, William Leech, who vetoed the William Leech Foundation's vote to accept Beazer's previous offer in respect of its 29·7 p.c. holding.

Beazer now says it is its present intention to allow its £48 million offer for Bath & Portland, topped by Consolidated Gold Fields' agreed £61·5 million bid on Christmas Eve, to lapse.

● Bath & Portland chairman David Macdonald says in Cons. Gold's formal offer document, issued last night, that the price being offered was a good one and 23·6 p.c. higher than Beazer's offer.

COMPANIES

Hoskins agrees £8·4m from LMI

LONDON and Midland Industrials is offering seven of its shares for every four Hoskins and Horton, valuing the company at £8·4 million compared with the £8·3 million of the last all-share bid from Scottish Heritable Trust.

L M I is also offering a cash alternative worth £8·1 million.

Both bidders have now put in two offers for the hospital and light engineering company. Selling the Horton side of the business to Redland has made an increased offer possible, said L M I. The Hoskins and Horton board is recommending the latest offer and accepting for its own shares.

Bespak

A WARNING of static growth at Bespak, the aerosol valve maker which in July was forecasting a further substantial leap forward in sales and pre-tax profits for 1984-5, yesterday sent the shares plunging 53 to 280p.

Opening half pre-tax profits are up from £1·05m to £1·38m. However, a considerable reduction in the requirements of the group's largest customer and additional costs in the American project and in development generally mean that the closing months cannot be expected to match the results now reported. Nevertheless, the year as a whole should at least be equal to 1984-4's £2·11m pre-tax figure.

The interim dividend goes up from 1·5p to 1·75p, payable Feb. 25 from earnings of 8·7p (6·3p).

Hollas Group

DESPITE the fall in the value of the pound which has seriously affected its garment distribution and yarn divisions, Hollas Group has succeeded in pushing its first half pre-tax profits up by £51,000 to £454,000. The currency factor and a depressed trading climate continue, but chairman Anthony Lawson is anticipating further progress during the rest of the year.

In 1983-84 Hollas, an importer and distributor of textiles and fabrics, went on to £1·05m.

The interim dividend is again 1p on April 1 from earnings of 1p (1·2p) struck after tax of £182,000 (£127,000).

Robert Horne

ROBERT HORNE Group, the largest independent paper merchant in Britain which was nearly nine times oversubscribed when it joined the USM last year, has ended 1983-84 with its pre-tax profits up by £2·46m to a new peak of £6·55m. Moreover the current year has started well with all subsidiaries showing an improvement on the corresponding period.

Meantime holders are getting a 1·5p final on February 22 making 2·5p, as against equal to 1·4p from earnings of 12·8p (9·8p adjusted).

IN BRIEF

M & G Dual Trust: Full year gross revenue £2·1m (£1·9m). Tax £651,000 (£571,000). Eps per income share 25·59p (23·17p). Asset value per capital share 930·28p (765·09p). Final dividend 13·9p, payable March 4, making 25·5p (23·25p).

Thew Engineering Group: First half p't pft £509,000. This result puts the group well ahead of its projected profits forecast of £500,000 for the year ending April 30.

Moorgate Investment Trust: First half net profit £240,500 (£222,700). Gross revenue £390,300 (£357,100) including £511,900 (£303,800) franked. Eps 5·16p (4·76p). Nav 290·3p (244·8p). Interim dividend 4p (3·25p) partly to reduce disparity, payable February 4. Board expect the final dividend—6·05p—will be at least maintained.

BIDS AND DEALS

Time Products has acquired the House of Lipkin from the Comet Group. Lipkin is the principal manufacturing group in Britain of rings, jewellery and pearls.

Hoechst has bought Arthur H. Cox & Co., a pharmaceutical company based in Barnstaple, for an undisclosed sum.

NEW LIFE BUSINESS

Eagle Star

BUOYANT results for new life and pensions business are reported by Eagle Star for 1984, with total worldwide premiums up from £152m to £206m. New annual premiums worldwide slipped from £54·4m to £50·5m, but this was more than offset by a 60 p.c. growth in new single premiums from £97·4m to £156m.

In the United Kingdom there was a substantial increase in purchase moneys for new immediate annuities from £58·9m to £87·7m —the principal contributor to the growth in total United Kingdom single premiums from £85·1m to £118.

With the acquisition of the investment management of a number of BAT Industries' pension schemes, the value of the total funds under management at the end of the year had risen to more than £850m.

Legal & General

LEGAL & GENERAL reveals increased worldwide life and pensions new business for 1984. New annual premiums totalled £133m against £127m and new single premiums rose from £221m to £316m.

At home, individual anual premiums totalled £67·5m (£78·1m) and single premiums were £269m (£194m). After taking into account the exceptional M I R A S-inspired business in 1983, last year showed a good result, demonstrating particularly that mortgages are still being backed by life assurance products despite the loss of L A P R, says group chief executive Joe Palmer.

Co-operative Insurance Society: New annual premiums £59·2m (£58·6m). New annual premiums for self-employed business, included above, £3·7m (£1·9m).

London & Manchester Group: Annual premiums net £21·9m (£21·9m): single premiums £41·6m (£33·9m). Sums assured £587m (550m).

Scottish Equitable: Total annual premiums £27·3m (£25m); single premiums £36·8m (£44·2m).

Hearts of Oak Benefit Society. New annual premium income £1·49m (£1·36m) consisting principally of £954,200 (£699,300) conventional life and pensions business and £535,800 (£661,500) linked life business. In addition new single premium income of £1·9m (£1·88m) was written.

THE QUESTOR COLUMN

Assoc Dairies bottled up

LOWER investment income, a shortage of supplies to the milk manufacturing division and the impact of the miners' strike have whipped the cream off the top of Associated Dairies Group interim profits to November 10.

Pre-tax profits of £53·7 million against £48·7 million are just below expectations, and full year forecasts are now being revised downwards a shade.

Investment income has been cut as cash balances have been reduced by the heavy weighting of capital expenditure towards the first half of the current year.

The company has already spent £63 million on investment in new stores and refurbishments, compared with £81·6 million of capital investment for the whole of last year.

Five new stores were opened during the first six months this time and another two were opened at the beginning of the second half to complete the entire opening programme for the current year.

Cash balances inevitably will be lower by the year-end. Last year they were around £67·5 million but by the end of the current year they could be down to £55 million, even after taking into account the proceeds on the disposal of two lossmaking operations, Wades Department Stores and Wallbridge Carpet Mills.

Wallbridge has already been sold to its own management, while negotiations are currently under way concerning the sale of Wades to the majority of its directors.

Associated Dairies estimates that the shortage of milk supplies to its manufacturing operation and the loss of profits caused by the miners' strike had a total pre-tax impact of around £2 million.

The milk shortage was partly due to E E C regulations, but much more to the effect of a dry summer on the quality of dairy feed and consequently milk production. That could improve this year, but the E E C regulations will remain and it is anyone's guess when the mining dispute will be resolved.

Pre-tax profits for the full year should be around £120 million against £105 million for a prospective earnings multiple at 148p of 17. That is about par for the course among food retail leaders, but this one may have more upward potential when and if its outside troubles are solved.

Guinness Peat in from the cold

GUINNESS PEAT is back in business. After years of squabble and missed dividends, profits are now running at an acceptable rate, the shares boast a dividend yield, and it can think about its development rather than its survival.

For the year to September 30, 1984, pre-tax profits emerge at £10·5 million, a result which can be measured only against the background of funds employed of around £100 million.

Previous accounts cover 17 months and exclude the banking business, so the £3·58 million loss before tax seen in that period is of limited relevance. But it is easy to see that the group is improving fast.

That trend should continue. The major profit earner is the insurance broking business Fenchurch, which has pushed profits up fivefold in three years. A strong dollar helps, but expanding market share and tight overhead control—still a rare quality in insurance broking—mean that the profits growth is much more than luck.

Banking had a flat year, but shows signs of picking up in the current 12 months, and the aviation side is also feeling the benign effects of a strong dollar. The current year will also see a significant contribution from property development, which added nothing in 1983-84.

With the rising tide of profitability, the group can afford the luxury of reshaping itself into a coherent whole, rather than remaining a holding company with a collection of diverse interests. A year from now, it will have a new name and will expect to be regarded as an "investment bank."

Acquisitions will inevitably form part of the reshaping process and net debt of £30 million against shareholders' funds of £70 million allows some scope for cash purchases.

The group might then be able to avoid falling into the trap that so injured the market standing of Mercantile House, which simply issued too much new equity too quickly.

If it can, it might also hang on to its premium rating. The shares at 62p, sell at 14·3 times reported earnings, compared with Mercantile House on perhaps nine times earnings for the year to April 1985.

After years in the wilderness, Guinness Peat shares are once again a sensible investment.

Firth Brown's work undone

JOHNSON & Firth Brown has an anchor round its neck in Sheffield Forgemasters, a 50-50 associate with British Steel Corporation. But for this it would have had a happier story to tell for the year ended September 30—an attributable loss of £8·3 million, all due to Forgemasters, compared with an attributable loss of £12·1 million.

At the operating level J F B turned in a £5·44 million profit, up from £1·82 million, helped by a full year of its remaining United States subsidiary and stronger performances within the aerospace and superalloy companies. Operating profit could have been at least £750,000 higher but for a provision against a casting operation at Scunthorpe.

The operating profit improvement underlines the fundamental progress being made, but the pre-tax line and the balance sheet will continue to be hurt while Forgemasters stays in the red. The group has a £25 million investment in Forgemasters, but even if a buyer were found a price shy of net asset value is likely.

The group's pre-tax outcome for the year was a £4·11 million loss against a £10·89 million loss in 1983, but preference dividends are now three years in arrears. Shareholders' funds at balance sheet date are down from £58 million to £50·6 million and gearing remains high.

One saving grace is that J F B is not affected on the cash front by Forgemasters' problems, and has not been required to put up even one penny of a £10 million cash injection to Forgemasters.

Life is still tough within its sector, and a formal forecast of what lies in store this year will be given in February. But if the group's own operations continue to move forward much, if not all, the good work will be undone by the associate.

The shares were ½p better at 13p yesterday. They remain a speculation.

MONEY & EXCHANGES

THE pound came under renewed pressure on the exchanges yesterday as the British authorities made it clear that they do not want interest rates to rise for the time being.

A £2 billion special facility for the banking system organised by the Bank of England was seen as an important signal by foreign exchange markets.

A firm dollar added to sterling's difficulties, with the pound closing 63 points lower at $1·1432 having touched $1·1400 in early dealings.

The pound also lost ground to other major currencies, including the mark. Its international index touched an all-time low of 72·2 before recovering to 72·3 against 72·7 overnight.

The cost of wholesale funds in London eased a further 1/16 p.c. to just under 10 p.c. for three month money.

Gold weaker

THE London gold price closed $1 weaker at $301·25 an ounce yesterday, but during the day was again below the $300 an ounce level. The metal continues to be influenced by dollar movements.

The London spot silver price was 10·65p weaker at 514·70p an ounce.

THE POUND ABROAD

	9-1-85	Prev. close
Austria	25.33–.36	25.45–.48
Belgium*	72.24–.33	72.55–.64
Canada	1.5085–.5105	1.5167–.5185
Denmark	12.8981–.9101	12.9521–.9691
France	11.0586–.0595	11.0956–.1148
Germany W	3.6075–.6118	3.6257–.6300
Holland	4.0714–.0784	4.0921–.0991
Ireland	1.1580–.1580	1.1580–.1620
Italy	2216.27–2221.84	2219.87–2224.10
Japan	291.11–.48	291.39–.87
Norway	10.4340–.4488	10.4737–.4886
Portugal	194.83–196.14	194.78–196.08
Spain	199.40–.80	199.24–.53
Sweden	10.3168–.3372	10.3709–.3857
Switzerland	3.0196–.0246	3.0276–.0326
Utd. States	1.1427–.1437	1.1490–.1600

* Convertible rate.

Effective Sterling Exchange Rate Index NOON 72·3 (72·8) CLOSE 72·3 (72·7) (Base 1975 = 100)

OTHER MARKET RATES

Argentina	Peso 215.73–216.10
Australia	A$1.4015–1.4035
Brazil	Cruzeiro 3587.99–3709.62
Cyprus	C£0.7399–0.7446
Finland	Markka 7.5680–7.5745
Greece	Drachma 145.58–148.59
Hong Kong	HK$ 8.9070–8.9170
India	Rupee 14.3266
Iraq*	Dinar 0.3530–0.3548
Kuwait	Dinar 0.3470–0.3510
Malaysia	Ringgit 2.8200–2.8300
Saudi Arabia	Riyal 4.0690–4.1090
Singapore	S$ 2.5030–2.5130
South Africa	Rand 2.4184–2.4319
United Arab Emirates	Dirham 4.1725–4.2125

* Subject to limit

DOLLAR RATES

	9-1-85	Prev. close
France	9.6525	9.6550
Germany	3.1560	3.1548
Switzerland	2.6430	2.6565
Japan	254.80	253.67
Trade weighted ave.	145.90	145.70

EUROCURRENCIES

DOLLARS:		
7 days 8¹¹⁄₁₆–8⁹⁄₁₆		1 month 8–8⅛
3 months 8¼–8⅜		6 months 8⅝–8¾
MARKS:		
7 days 5½–5⅜		1 month 5⅝–5¾
3 months 5⅝–5¾		6 months 5⅝–5¾
SWISS FRANCS:		
7 days 2¾–3¼		1 month 4¼–4⅜
3 months 4¹¹⁄₁₆–4¹³⁄₁₆		6 months 4¹¹⁄₁₆–4¹³⁄₁₆

FORWARD RATES

The forward rates for currencies for one month and three months are as follows:

	One month	Three months
Austria	5⅞–4⅞ Gro.pm	17⅝–14⅝ Gro.pm
Belgium	4–9 c.dis	7–16 c.dis
Canada	.05 c.pm–.02 c.dis	0.17–0.10 c.pm
Denmark	2¾–5¾ Ore dis	7–16 Ore dis
France	1½–1¼ c.dis	1¾–2½ c.dis
Germany W	1⅝–1½ Pfg pm	3⅝–3⅜ Pfg pm
Holland	1½–1⅛ c.pm	4⅛–3⅞ c.pm
Italy	8–12 Lire dis	21–26 Lire dis
Japan	1⅛–⅞ Yen pm	2¾–2½ Yen pm
Norway	3⅜–3⅞ Ore dis	7⅛–7⅝ Ore dis
Portugal	285–580 c.dis	715–1690 c.dis
Spain	40–55 c.dis	115–135 c.dis
Sweden	1⅜–1⅞ Ore dis	3½–4⅛ Ore dis
Switzerland	1½–1⅛ c.pm	4–3⅝ c.pm
Utd. States	0.17–0.16 c.pm	0.47–0.45 c.pm

GOLD PRICE

1st Fix $298·35	2nd Fix $300·50
Close $301·25	($302·25)
Sterling Equiv. £263·61	(£262·94)

KRUGERRANDS*

£267·00–£316·00 (£268·00–£316·25)

PLATINUM NOBLES

£248·60–£251·55 (£248·10–£247·90)

NEW SOVEREIGNS*

£69·60–£75·59 (£69·60–£75·59)

* Banks selling rate includes VAT and charges. Buying rate excludes VAT. Prices are for single coins.

MONEY MARKET RATES (per cent.)

CLEARING BANKS	Base Rate 9½–9¾ Nov 19
FINANCE HOUSES	Base Rate 10pc (Jan. 2)
DISCOUNT MKT.:	
Day-to-Day 8½–10	
INTERBANK:	
7 days 9⅛–9⅝	Overnight 9–9½
3 months 9¹⁵⁄₁₆–10	1 month 9¹¹⁄₁₆–9¹³⁄₁₆
	6 months 10³⁄₃₂–10¹¹⁄₃₂
LOCAL AUTHORITY DEPOSITS:	
Two days 9	Seven days 9¼
One month 9⅝	Three months 9⅞
BANK BILLS:	
3 months 9⅞–9⅞	1 month 9⁹⁄₁₆–9⁷⁄₁₆
	6 months 9⅝–9½
TREAS. BILLS:	
2 months 9¼–9⅜	1 month 9⁵⁄₁₆–9⁷⁄₁₆
	3 months 9⁹⁄₁₆–9⁷⁄₁₆
STERLING C.Ds.:	
3 months 9¹⁵⁄₁₆–9¹⁵⁄₁₆	1 month 9⅝–9¾
	1 year 10⅞–10⅝
DOLLAR C.Ds.:	
3 months 8.16–8.25	1 month 8.05–8.15
	1 year 9.25–9.45

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Last night's closing prices:

1984/85 High	Low	Share	Mid	
40½	39½	Ambileomp	40½	
45	45	Appleton	44	
141	114	Atlis Systems	141	
36	14	Award Res.	19	
7	4	Belvoir Pet.	4½	
17½	12	Berkeley Leisure	17½	+1
63	25	Bleasdale	59	+1
35½	13	Breverleigh Inc.	27½	+1
20	13	Breverleigh Wrt.	14	
307	50	British Telecom	112	+6
74	70	A. Brown	73	
36	36	Burad Holdings	28½xd/xsc	
68	66	Burad Secs (SA)	68	
28	12	Cordon Beach	28	+1½
130	90	Credo Pet.	123	
330	180	C.S.T.	190*	
36	18	D.A.S.A.	22*	
38	26	Dolamore	28	
8¾	1	Edenspring	1	
30½	25	Future Forecasts	25½	
47	36½	Glossir Av.	39	
72	22½	Godwin	22½	
64	38½	Hard Rock	61	
47½	40	Harvard Secs Gp	40mb	
25	5	Hemokinetics	7½	
35	20	Herbert Woods	35	
29½	11½	I.D.M.	11½	
40	10	Intervision	10	
22	15	Ireland Yard	22	
5	4	Ireland Yard W	4½	
39	27	Leading Leisure	37½	+1
17½	9	Leisure Inv.	17½	
255	97½	Memcom	255	
133	110	Memtek	127	
76	22	Mirrolite	suspended	
28½	2	N. Atlantic Air	4	
54	18	N.A.E.	27	
190	92½	New Dimen.	112½	
5½	2	Newgate Trust	4	
68	55	Optometrics	35	+5
81	38	Piezo	38	
52	15	Rigby Elec.	41	
16	10	Scoops	13½	
61	25	Stone Medical	43	
30	24½	Taddale Inv.	25½	
255	100	Tadpole Tech.	235	
33½	25	Thew	33½	+1
40	30	U.S.M.X.	31	
76	49	V.T.C.	65mb	
50	35	V.T.C. Defd	40mb	
29	25	Waterslides	29	
20	14	Westfort Pet.	16	
Harvard Warrants for acquisition of:				
42	30	Bleasdale Opts	31	
34	27	Rigby Option	27	
38	30	Hard Rock Opts	32	
12	4	L. Leisure Opts	32	
9	5	Burad Hldgs Opts	6½	

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COMMODITIES

THE London Metal Exchange nickel price hit a high of £4,265 a tonne in ring dealings yesterday morning, before ending the session at £4,263 a tonne—£53 higher than its previous close.

Prices initially reacted to sterling movements and were then encouraged higher by trade buying.

LONDON METAL MARKETS

Rudolf Wolff Report

COPPER: Barely steady after firmer. Wire Bars: Off Settlement £1,165 (£1,156). Off midday cash £1,164–£1,165, 3 months £1,170–£1,170·50, after close cash £1,163–£1,164, 3 months £1,172–£1,172·50. T/O 33,550 tonnes. Cathodes: Quiet. Off settlement £1,160 (£1,147), off midday cash £1,150–£1,160, 3 months £1,170–£1,171, after close cash £1,161–£1,161·50, 3 months £1,173–£1,175. T/O 400 tonnes.

TIN: Easy. Off settlement £9,830 (£9,810), off midday cash £9,830, 3 months £9,797–£9,800, after close cash £9,795–£9,805, 3 months £9,760–£9,770. T/O 1,180 tonnes.

LEAD: Steady. Off settlement £376 (£382), off midday cash £375–£376, 3 months £329·50–£330, after close cash £370–£380, 3 months £328·50–£329. T/O: 14,150 tonnes.

ZINC: Steady. Off Settlement £720 (£718), off midday cash £719·75–£720, 3 mths £711–£711·50, aft close cash £725–£726, 3 mths £713·50–£714. T/O 8,225 tonnes.

SILVER: Quiet. Midday cash 515·5p–516·0p, 3 mths 528·0p–528·5p, aft close cash 527·5p–528·5p, 3 mths 539·5p–540·5p. T/O 69 lots of 10,000 ozs each.

ALUMINIUM: Firmer. Off settlement £916 (£909·50), off midday cash £915–£916, 3 mths £938–£939, aft close cash £913–£919, 3 mths £941·50–£942. T/O 14,325 tonnes.

NICKEL: Very steady. Off settlement: £4,250 (£4,157), off midday cash £4,225–£4,250, 3 mths £4,263–£4,265, aft close cash £4,225–£4,235, 3 mths £4,260–£4,261. T/O 888 tonnes.

LONDON GOLD FUTURES (price in $): Feb. 302·65, April 305·75. T/O 273 lots of 100 troy ozs each.

LONDON SILVER MARKET: Spot 514·70 (525·35), 3 mths 527·05 (539·05), 6 mths 540·20 (552·10), 1 yr 568·15 (580·65).

PLATINUM: Free-market £241·80 (£238·40).

LONDON COMMODITY MARKETS

COFFEE (£ per ton): Jan. 2,273, March 2,310, May 2,303, July 2,306, Sept. 2,307, Nov. 2,310, Jan. 2,307. Sales: 2,204.

COCOA (£ per ton): March 1,944, May 1,950, July 1,951, Sept. 1,954, Dec. 1,892, March 1,892, May 1,892. Sales: 4,106.

RUBBER. Spot: 62·25–65·35 (62·25–65·35). Futures: Steady. Feb. £590–£630, March £600–£660, April £610–£670, May £620–£680, June £630–£690, July £650–£710, Aug. £660–£720, Sept. £670–£730, Oct. £580–£640. T/O 14 lots.

SISAL: East African quoted levels: No. 1 Basis $670, No. 3 Long $650, C.I.F., Antwerp prices.

SUGAR: London Daily Price: Raws £87·50–£99·50. No. 6 Contract. $ per tonne. March 120·80, May 123·80–129, Aug. 140·140·20, Oct. 146·80–147·20, Dec. 155–153·80, March 168·20–168·60, May 174·80–175·60. T/O 1,390 lots.

SOYA MEAL: Steadier. Feb. £146·30–£146·50, April £145·50–£146, June £146·20–£146·50, Aug. £147·50–£143, Oct. £147·50–£149, Dec. £148·50–£151, Feb. £152·10–£153·50. T/O 209 lots.

CRUDE OIL

Rotterdam spot prices in $: Arab light 28·10; Dubai 27·30; Arab heavy 26·31; North Sea (Forties) 26·45; North Sea (Brent) 26·50; Nigerian Bonny medium 26·95.

GAS OIL FUTURES

Jan. 226·50–26, Feb 224·50–24·25, March 219·50–19·25, April 215–14·75, May 214–13·50, June 214·10, July 214–12, Aug. 220–12, Sept. 225–12.

COVENT GARDEN

Fruit per lb: Eating apples 10–24, cookers 6–14, apricots 75, banana 38. Spanish grapes 26, South African 110, marmalade oranges 20, strawberries 120, satsumas 14–18, plums 80, pears 10–24, clementines 15–24, lychees 80. Each: avocados 30–45, coconuts 28, 8 oz dates 50–60, 8 oz figs 10, grapefruit 5–10, pink 18–20, kiwi 18–20, lemons 3–8, limes 18, mangoes 60, melons 60–100, peaches and nectarines 15–20, oranges 4–10, ugli fruit 30–40, sharon fruit 20, pine apples 50–120.

Salad: Tomatoes 12–26, beef 30, chicory 70, cooked beet 25, Chinese leaf 20, parsley 30, red and white pickling cabbage 8–10. Per bunch: radish 25, watercress 30, import spring onions 30, English 20. Each: dirty celery 20, washed 22–25, cucumbers 24–30, round letuce 8–15, iceberg 30–65, endive 60–70.

Vegetables. Each: Globe artichoke 50, cauliflower 38–42, celeriac 30. Per lb. Root artichoke 35, aubergine 45, Kenyan bean 84, brussel sprout 20–24, brussel top and cabbage and spring green 14–18, calabrese 40, 45, carrot 11–13, capsicums 40–50, courgette 30, fennel 40, leeks 45, mangetout 120, mushroom 60–80, onion 4–10, parsnip 13, old potatoe 3–5, new 20–35, spinach 40, swede 9, turnip 14.

LONDON GRAIN MARKETS

LONDON. Barley (£ per tonne): Jan. 110·85, March 113·55, May 116·20, Sept. 98·00, Nov. 101·30.

HGCA: Locational ex-farm spot prices yesterday (no change on the week). Eastern: Feed wheat 107·50; feed barley 107·20. East Midlands: Feed wheat 108·29; feed barley 110·40. North East. Feed wheat 110·80; feed barley 111·60. Scotland: Feed wheat 114·40; feed barley 109·60.

(G A F T A)

WHEAT "B" (£ per ton): Jan. 110·70, March 113·40, May 117·05, July 119·30, Sept. 98·00, Nov. 101·15.

PIGMEAT (Gafta): Feb. 112p, April 109·95p, June 107·2p, Aug. 104·1p, Oct. 110·5p, Nov. 110·8p. T/O 166 lots.

POTATOES (Gafta): Feb. £47·80, April £58·90, May £61·30, Nov. £70·80, Feb. £81·50. T/O 279 lots of 40 tonnes each.

LIVESTOCK COMMISSION

Average fatstock prices yesterday: GB cattle 98·32p per kg lw (+0·83); GB sheep 163·22p per kg est dcw (−26·89). GB pigs 85·86p per kg lw (+0·05). England and Wales: Cattle Nos. down 20·9 p.c., ave. 98·8p (+1·43). sheep Nos. down 27·1 p.c., ave. 164p (−26·11). pigs Nos. down 26·4 p.c., ave. 85·86p (+0·05). Scotland: Cattle, ave. 96·12p; sheep, ave. 157·81p.

GRIMSBY FISH

Quayside prices ex-ship per 10 stones: cod £43 to £63, codling £46 to £54, large haddock £60 to £70, medium £60 to £70, coley £18, rockfish £36 to £44, reds £29 to £37.

UNIT TRUST PRICES

AUTHORISED TRUSTS

ABBEY UNIT TRUST MANAGERS

1984-5 High	Low	Name	Bid	Offer
128·0	97·5	Abbey American Tst	117·9	*125·4
71·1	57·8	AbbAssets&EarnTst	69·3	74·1
84·1	57·9	Abb. Comd. & Ener.	74·0	79·1
109·9	86·6	Abbey General Tst.	102·6	109·9
125·6	114·3	Abbey Gilt & F. Int.	111·9	*118·4
73·2	58·6	Abbey H. Inc.Eq.T.	68·8	*73·2
182·6	127·2	Abbey Japan Trust	162·2	173·5
71·1	57·2	Abbey UK Gwth. T.	66·1	71·1
170·6	147·4	Abb. Worldwide BT.	160·5	*170·6
162·7	128·8	Equitas Prog. Tst.	150·1	162·7

AITKEN HUME FUNDS MANAGEMENT LTD.

High	Low	Name	Bid	Offer
56·8	49·5	American Majors Fd	55·0	58·8
138·1	110·3	American Tech. Fd.	130·1	138·8
52·0	35·3	Energy Fund	35·8	38·0
444·2	380·3	Exempt	417·1	444·2
75·7	32·5	Japan Tech. Fund	67·9	72·6
150·0	125·2	Pacific Fund	132·0	141·2
148·0	117·7	Secure Income Fund	135·4	148·0
30·8	25·3	Small Companies Fd	28·8	30·8
182·4	146·4	Special Sits. Fund	160·2	171·4

ALLIED UNIT TRUST LTD.

High	Low	Name	Bid	Offer
430·8	333·0	Allied Accum. Trust	405·4	430·8
30·5	25·0	Allied Amer. Inc.Tst	28·8	30·5
60·2	45·2	Allied Aus Spec. Sits	54·0	57·2
164·3	127·7	Allied Asn. Val. Tst.	155·0	*164·3
286·9	226·9	Allied Balanced Tst.	270·7	*286·9
200·2	156·5	Allied Capital. Trust	188·9	200·2
108·7	78·8	Allied Eq. Inc.Trust	94·3	*100·0
156·8	132·8	Allied First Trust	159·2	168·7
32·6	30·0	Allied Gilt Gwth Tst	31·3	32·6
31·6	27·7	Allied Govt. Sec. Tst	28·4	29·5
107·5	83·5	Allied Gwth.& Inc.T	101·4	107·5
186·3	146·5	Allied High Inc. Tst	175·6	186·3
119·7	98·0	Allied High Yield T	112·9	119·7
68·9	53·6	Allied Internal. Tst	64·9	68·8
71·7	51·4	Allied Japan Trust	69·2	*71·2
110·4	85·3	Allied MetMins&Cm	88·6	93·9
157·0	119·9	Allied O'seasEarn.T	148·1	*157·0
131·4	99·9	Allied Pacific Trust	124·0	*131·4
56·7	44·1	Allied Recovery Tst	53·5	56·7
98·1	84·6	Allied Smaller Co'sT	89·8	*97·0
132·3	103·5	Allied Sec.Sm.Co'sT	122·3	132·3
180·8	135·9	Allied Sec.of AmerT	168·7	*178·8
94·6	74·8	Allied Technology T	87·1	93·3

ARBUTHNOT SECURITIES

High	Low	Name	Bid	Offer
54·6	41·6	Capital Fund	51·1	*54·6
59·0	44·1	Capital Acc.	55·2	*59·0
108·1	84·3	Commodity Fund	79·0	84·4
176·8	139·2	Commodity Acc.	131·3	140·4
65·4	46·5	Commodity 10% Wdl	43·6	46·6
107·9	78·1	East'n & Intnl. Acc.	99·3	106·1
62·2	45·9	East.& Intnl.6%Wdl	57·2	61·1
45·1	34·6	Finance & Property	42·0	44·9
71·3	54·7	Foreign Growth Fd.	65·4	67·8
49·2	43·5	Gilt & Fixed Int. Fd	44·0	46·3
58·5	47·8	High Income	54·7	58·5
127·9	100·7	High Income Acc.	119·6	127·9
74·3	55·1	High Inc. 8½% Wdl.	69·5	74·3
61·4	54·3	High Yield	57·5	*61·4
147·7	122·1	High Yield Acc.	138·1	*147·7
78·8	60·9	North Amer. & Intnl	70·1	75·9
26·7	24·5	Preference	24·3	25·9
75·2	67·3	Preference Accum.	70·0	74·8
89·7	72·8	Smaller Co's Fund	82·7	88·4
11·6	8·6	World Penny Share	9·0	9·6

ARCHWAY UNIT TST. MNGRS.

High	Low	Name	Bid	Offer
218·2	171·3	Archway Fund	205·1	*218·2

ATLANTA UNIT TRUST MNGRS.

High	Low	Name	Bid	Offer
58·3	43·6	Japan & Far East	51·8	55·2

BARING BROS. & CO.

High	Low	Name	Bid	Offer
485·6	402·2	Stratton Trust	466·2	485·6
718·0	583·0	Stratton Tst. Accum	685·2	713·7

BRIDGE FUND MANAGERS

High	Low	Name	Bid	Offer
68·0	50·0	B. American & Gen.	63·2	68·0
110·9	86·4	B. Cap. Inc	97·0	104·4
141·2	109·4	B. Cap. Acc.	123·6	133·0
252·0	200·0	B. Exempt	233·0	251·0
107·3	84·0	B. Income	98·1	107·3
45·2	34·3	B. Intnl. Recov. Inc.	35·6	38·3
59·1	44·8	B. Intnl. Recov. Acc	46·5	50·1

BARCLAYS UNICORN

High	Low	Name	Bid	Offer
78·1	58·7	Unicorn Amer'n Tst	72·2	76·8
135·5	101·1	Unicorn Aust. Inc.	106·1	*112·6
155·5	126·3	Unicorn Aust. Acc.	145·8	155·1
172·2	138·3	Unicorn Capital	161·9	172·2
322·2	243·8	Unicorn Exempt	302·3	322·2
55·8	46·2	Unicorn Extra Inc.	52·5	55·8
184·1	139·4	Unicorn Financial	173·1	*184·1
160·3	135·1	Unicorn 500	153·3	163·1
105·9	79·4	Unicorn General	99·6	105·9
55·3	50·1	Unic. Gilt & Fixed Int	51·3	55·3
105·5	78·0	Unic. Great Pac. Inc	98·0	105·3
107·4	79·5	Unic. Great Pac. Acc	99·9	107·4
134·0	108·6	Unicorn Growth Acc	126·0	*134·0
245·1	183·7	Unicorn Income	230·4	245·1
104·8	82·0	Unicorn Prof. Assocs	98·6	104·8
141·1	114·1	Unicorn Recovery	132·7	141·1
58·5	43·3	Unic. Technol. Inc.	52·0	54·0
85·2	56·4	Unicorn Trustee	80·1	*85·2
113·5	87·6	Unicorn World Wide	106·0	*112·7
168·3	128·4	B.T. Inv. Fd. Inc.	158·2	168·3
249·2	186·4	B.T. Inv. Fd. Acc.	234·3	249·2

BRITANNIA GROUP OF UNIT TRUSTS LTD

High	Low	Name	Bid	Offer
86·1	65·2	American Growth	80·2	85·5
54·3	50·0	American Inc.	50·9	54·3
25·7	19·6	Amer. Smaller Co's.	20·9	22·3
78·4	61·7	Amer. Special Sits.	67·5	*72·0
86·4	61·5	Australian Grth. Tst	74·7	79·7
176·3	124·8	Commod. Share Tst.	134·4	143·4
330·8	252·0	Exempt Trust	58·2	58·9
66·3	52·2	ExemptMktLeaders	63·3	*66·3
53·6	45·4	Extra Income	50·3	53·6
45·9	33·2	Far East	40·2	42·8
36·2	29·5	Financial Secs.	33·5	*35·7
53·3	48·0	Gilt Growth Trust	50·7	51·5
28·8	25·0	Gilt Trust	25·4	*26·7
34·3	21·2	Gold & General	19·6	*21·1
25·0	15·5	Hongkong Perform.	23·3	*24·9
155·2	128·8	Income & Growth	145·5	155·2
30·0	20·0	Intnl. Growth	28·5	29·3
11·7	9·9	Intnl. Leisure	10·7	*11·4
45·6	31·1	Japan Performance	40·1	42·8
14·1	10·7	Japan Smaller Co's	11·7	12·5
149·4	117·0	Nat. High Income	140·6	149·4
19·9	18·5	Preference Shares	17·9	*19·1
41·2	32·9	Property Share	38·6	41·2
79·4	60·2	Recovery	74·4	79·4
111·1	81·0	Small Co's	104·8	111·1
81·5	61·9	Spec. Situations Tst.	72·2	77·0
32·5	28·9	U.S. Grth (Domestic)	30·4	32·4
83·8	65·6	Universal Energy	62·5	66·7
54·2	40·7	World Tech Tst.	45·6	48·6

BROWN SHIPLEY & CO.

High	Low	Name	Bid	Offer
50·3	42·5	Brown Shipley Fund	46·4	49·9
80·2	66·7	Accum.	74·1	79·6
96·6	76·3	Financial	88·7	94·9
111·0	88·9	Growth	103·3	111·0
189·1	125·9	Growth Acc.	157·3	169·1
48·7	37·9	High Inc.	45·0	48·3
54·1	46·8	Income Fund	50·8	53·7
56·7	45·4	North American	48·1	*51·7
55·0	45·9	Orient Fund	50·5	54·7
28·4	22·7	Recovery	24·9	*26·7
166·9	137·7	Technology Fund	147·0	158·0

BUCKMASTER MANAGEMENT CO.

High	Low	Name	Bid	Offer
162·5	128·9	General Fund	154·6	*162·5
249·2	197·6	General Accum.	237·4	249·2
79·9	65·4	Income Fund	72·9	76·9
126·0	106·1	Income Accum.	119·4	126·0
117·9	93·8	International Fund	107·0	112·2
149·8	120·2	International Accum	138·6	145·2

CANADA LIFE UNIT TRUST MNGRS.

High	Low	Name	Bid	Offer
92·8	72·3	Canlife Gen. Dist.	88·1	92·8
140·1	109·4	Canlife Gen. Accum.	133·1	140·1
37·0	32·1	Can.Gilt&FixInDist	34·4	36·2
62·7	52·3	Canlife Income Dist	59·6	62·7

CHIEFTAIN TRUST MANAGERS

High	Low	Name	Bid	Offer
53·5	39·8	American Trust	41·9	45·0
37·4	21·0	Australian Trust	20·4	21·8
54·2	38·8	Basic Resources	36·5	39·1
70·7	53·7	Far Eastern Trust	64·4	68·8
37·5	29·5	Global Recovery Tst	33·2	35·5
47·0	36·3	High Income	39·9	42·7
41·4	32·1	International Trust	38·7	41·4
66·7	53·2	Income & Grth. Tst.	57·3	61·2
21·6	13·5	Pref & Gilt	18·3	19·6
38·4	32·1	Smaller Co's	31·9	34·1
35·7	27·2	Special Income Sits.	31·5	33·7

CANNON FUND MANAGERS LTD.

1984-5 High	Low	Name	Bid	Offer
250·4	198·6	Income	235·4	*250·4
135·7	106·7	Far East	126·8	134·7

CATER ALLEN UNIT TRUST MNGRS.

High	Low	Name	Bid	Offer
112·2	103·0	Cater Allen Gilt Tst.	101·5	108·1

CONFEDERATION FUND MNGMT.

High	Low	Name	Bid	Offer
165·1	125·6	Growth	157·8	165·1

COUNTY BANK UNIT SERVICES LTD.

High	Low	Name	Bid	Offer
228·7	179·2	Capital Trust	214·8	228·5
60·0	46·3	Energy	47·0	50·0
127·8	104·7	Extra Income	120·2	127·8
95·0	74·6	Financial Trust	89·4	*95·0
52·4	49·5	GiltStategy	50·8	51·8
229·8	177·4	Growth Invest Trust	216·1	*229·8
103·1	80·1	Income Trust	97·0	103·1
83·3	63·3	Japanese&Pac.Grth.	77·0	81·9
109·5	72·2	NthAmer Grwth Tst.	83·6	88·9
146·2	119·7	Portfolio Inv. Fd.	139·7	*146·2
61·5	75·8	Recovery Trust	91·7	97·5
144·0	111·5	Smaller Co's.	135·4	144·0

CRESCENT GROUP

High	Low	Name	Bid	Offer
75·3	60·7	Crescent American	67·8	71·6
60·8	45·5	Crescent Capital Fd.	56·9	60·8
102·6	81·5	CrescentGrwth & Inc	95·9	102·6
97·2	67·9	Crescent High Dist.	78·5	83·9
174·5	134·8	Crescent Intnl	160·4	171·6
115·9	90·7	Crescent Tokyo Fd.	105·7	113·1

CROWN UNIT TRUST SERVICES LTD.

High	Low	Name	Bid	Offer
107·5	87·9	Crown American Tst	98·8	*105·7
174·2	151·7	CrownGrowthTrust	162·9	174·2
174·6	143·8	CrownHighInc.Tst.	165·3	174·6

DISCRETIONARY UNIT FUND MNGMT.

High	Low	Name	Bid	Offer
79·4	68·0	Discretionary Inc.	72·7	76·8
135·7	114·6	Discretionary Acc.	123·8	130·7

EQUITABLE UNITS ADMINISTRATION LTD.

High	Low	Name	Bid	Offer
284·4	222·8	EquitablPelicanUts.	262·3	284·4

EQUITY AND LAW UNIT TRUST

High	Low	Name	Bid	Offer
102·0	78·0	Far East Acc.	95·9	102·0
190·6	152·8	General	179·2	190·6
88·9	78·4	Gilt& FxdIntTst AcUn	83·2	87·5
163·7	112·4	Higher Inc. Tst. Acc.	153·9	163·7
136·4	93·9	N. Amer. Tst. Ac.Un.	118·9	126·4
118·1	90·8	UKGrwthTst.Ac Un.	111·1	118·1

F & C UNIT MANAGEMENT LTD.

High	Low	Name	Bid	Offer
67·0	47·8	F & C American Fd.	59·6	63·8
95·1	78·6	F & C Capital Fund	88·9	95·1
63·3	51·0	F & C Income Fund	59·1	63·3
69·4	40·8	F&C Far Eastern Fd	48·8	52·4

FIDELITY INTERNATIONAL MANAGEMENT LTD.

High	Low	Name	Bid	Offer
90·8	69·5	American	83·5	88·9
61·4	42·2	Amer. Special Sits.	48·4	51·5
31·5	28·2	Gilt & FixedInterest	28·6	*29·7
69·7	49·4	Growth & Income	65·5	*69·7
93·1	51·6	Japan Trust	83·0	88·4
84·2	64·0	Managed Intl. Trust	79·1	84·2
56·4	41·1	Max. Inc. Equity Tst	53·0	56·4
89·1	71·8	Special Situations	83·1	89·1

FINLAY (JAMES) UNIT TST. MNGMNT.

High	Low	Name	Bid	Offer
87·8	73·0	Fund of Inv. Trusts	81·7	87·8
126·9	104·6	Fund of Inv. Acc.	118·1	126·9
70·0	46·6	Income	52·1	56·0
69·6	58·4	International	64·6	68·8
89·5	74·5	International Accum	82·7	88·9
19·9	16·4	World Energy Fund	16·1	17·3
27·1	22·4	World Energy Acc.	22·0	23·7

FRAMLINGTON UNIT MNGMT.

High	Low	Name	Bid	Offer
196·2	158·4	American	164·4	174·6
186·2	160·0	Amer. & Gen. Acc.	166·0	176·4
199·0	151·4	Amer. Turnaround	168·4	179·0
196·4	156·8	Amer. Turnrnd. Acc.	172·2	183·0
183·0	107·4	Capital	138·4	147·2
171·8	122·6	Capital Accum.	161·6	171·8
78·2	66·2	Convertible & Gilt	73·6	*78·2
97·6	79·6	Convert. & Gilt Acc.	91·8	97·6
115·6	85·2	Extra Inc	106·8	113·6
86·6	67·0	Income	81·6	*86·6
155·4	125·6	Intnl. Growth	133·6	142·0
168·4	137·4	Int. Growth Accum.	146·4	155·6
60·4	44·6	Japan & Gen. Inc.	56·6	60·2
95·6	77·0	Recovery Trust	88·0	93·6
98·4	80·0	Recovery Trust Acc.	92·6	98·4

FRIENDS' PROVIDENT UNIT MNGMT.

High	Low	Name	Bid	Offer
164·8	128·5	Fri'a Prov. Eqty Uts	155·8	164·8
265·5	200·9	Fri's Prov. Eqty Uts	250·9	265·5

G. & A. UNIT TRUST MNGRS.

High	Low	Name	Bid	Offer
98·3	70·5	G. & A. Units	87·1	93·3

G.T. UNIT MANAGERS

High	Low	Name	Bid	Offer
72·2	54·0	G.T. Capital Income	67·5	72·2
99·8	57·3	G.T. Capital Accum.	93·3	99·8
140·8	115·0	G.T. European	131·6	140·8
89·6	63·1	G.T. Far East & Gen	80·4	86·0
65·5	58·0	G.T. Inco'ne Fund	61·2	65·5
106·0	84·0	G.T. Intnl. Fund	98·8	105·7
155·3	112·6	G.T. Japan & Gen.	143·7	153·7
102·7	97·9	G.T. Liquid Reserve	98·6	100·2
144·4	110·6	G.T. Pens. Exempt	137·9	144·4
87·1	62·1	G.T. Tech&GrwthFd	64·8	69·4
54·9	42·4	G.T. U.S. Gen.	44·6	47·8

GARTMORE FUND MANAGERS

High	Low	Name	Bid	Offer
86·2	66·3	American Trust	76·3	81·2
24·7	16·6	Australian Trust	19·6	21·0
42·8	35·3	British Trust	39·9	42·5
76·3	61·6	Commodity Share	65·8	*67·9
41·6	29·8	Extra Income	34·8	37·1
84·1	54·0	Far Eastern	79·0	84·1
27·9	24·8	Fixed Interest Trust	24·6	26·3
28·8	25·1	Gilt Trust	25·6	*26·7
113·8	88·2	Global Strategy Tst	106·9	113·8
23·0	16·5	Gold Share Trust	15·5	16·5
105·2	84·1	High Income Tst.	98·8	105·2
30·9	17·5	Hong Kong	28·1	29·6
49·3	35·6	Income Fund	45·3	49·3
77·6	58·3	Japan Trust	72·7	76·8
41·0	33·1	Oil & Energy Trust	35·2	37·5
69·0	54·3	Special Situations	64·7	69·0
47·5	36·2	UKSm'llCo sRecTst	44·6	47·5

GOVETT (JOHN) UNIT MNGMT.

High	Low	Name	Bid	Offer
58·3	46·3	Gold & Minerals Fd.	45·4	48·5
59·4	44·3	Govett Am.Grth. Fd.	52·7	*56·3
104·9	88·7	GovettEuro.Growth	98·1	104·9
64·8	49·9	Govett Int. Growth.	60·7	64·8
93·0	82·7	Govett Jap Grth. F.	87·0	*93·0

GRIEVESON MNGMNT.—BARRINGTON FUNDS

High	Low	Name	Bid	Offer
245·1	194·7	European	235·3	*245·1
714·2	570·0	General	674·7	714·2
935·5	746·7	General Accum.	883·9	935·5
118·1	108·2	Gilt	106·5	*111·9
64·4	51·3	High Yield	60·5	*64·4
119·1	89·7	High Yield Accum.	111·9	119·1
139·6	99·9	Japan	124·8	132·7
240·3	200·8	North America	213·1	*223·6
270·7	226·1	North American Acc.	242·7	254·1
101·5	82·2	Pacific	93·9	99·1
112·9	92·6	Pacific Accum.	105·0	110·7
289·9	222·3	Smaller Co's	253·6	*269·8

GUARDIAN ROYAL EXCHANGE UNIT MNGRS.

High	Low	Name	Bid	Offer
122·6	111·3	GRE Gilt & Fixed	114·3	118·8
156·1	113·1	GRE Gwth Eqty Tst	146·7	156·1
122·6	98·9	GRE North America	113·9	121·2
145·6	108·6	GRE Pacific	136·6	145·6
155·6	118·1	GRE Property Share	146·2	155·6
162·5	125·8	GRE Small Co's	151·2	160·9
245·0	192·1	Guardhill	236·5	245·0

HENDERSON ADMINISTRATION

High	Low	Name	Bid	Offer
120·5	91·3	American Recovery	108·1	116·2
89·5	58·5	Australian Tst.	83·2	87·0
55·7	40·5	American Small Co's	46·8	50·3
124·0	97·0	Extra Income	115·3	*124·0
50·8	36·3	Cap. Growth Inc.	46·1	49·3
55·5	40·6	Cap. Growth Acc.	51·9	55·5
131·4	90·6	European	124·2	131·4
91·2	78·6	Financial	85·1	91·1
57·6	54·2	Fixed Interest	52·5	*57·6
50·6	43·8	Gilt Fund	44·8	47·2
53·4	45·2	Global Health Care	49·6	52·3
104·3	80·1	Global Technology	93·3	*99·8
128·4	105·2	High Income	120·0	128·4
81·6	69·9	Income & Assets	76·3	81·6
106·1	81·8	Inc. & Growth Inc.	99·2	*106·1
196·9	146·3	Inc. & Growth Acc.	184·1	*196·9
120·1	95·0	International Trust	112·2	120·1
100·2	76·5	Japan Special Sits	94·1	98·7
94·5	73·3	Japan Trust	88·1	92·8
135·8	99·3	North American	125·7	135·2
93·3	72·7	Oil & Nat. Resources	73·7	78·7
51·0	48·8	Prof. & Gilt	46·7	*49·9
82·2	64·1	Recovery	77·8	82·2
76·7	66·5	Small Co's Div.	68·8	73·6
100·9	79·2	Spec. Situations Inc	94·3	100·9
139·0	108·0	Spec. Situations Acc	130·0	139·0
268·4	229·6	Worldwide Tr.	250·3	263·5

HILL SAMUEL UNIT TST. MNGMT.

High	Low	Name	Bid	Offer
415·5	315·6	British Trust	382·9	407·4
77·5	59·1	Capital Trust	71·3	75·9
184·3	137·6	Dollar Trust	147·9	157·4
63·0	49·1	European Trust	59·6	*63·5
98·9	70·6	Far East Trust	93·6	99·6
258·1	198·2	Financial Trust	219·3	235·7
129·80	125·80	General Exempt Tst	129·40	129·80
29·4	26·6	Gilt & Fixed Int.	27·1	28·2
40·2	35·4	Gilt & Fixed Int Gth	37·6	38·1
52·6	40·2	High Yield Trust	46·6	52·8
59·7	46·6	Income Trust	56·1	59·7
98·1	77·8	Intnl. Trust	90·5	96·3
34·4	21·1	Japanese Tech	29·6	*31·5
41·9	30·0	Natural Resources T	29·7	31·6
135·9	99·5	Security Trust	124·0	132·0
51·8	37·5	Smaller Comp Trust	48·6	51·8
79·3	64·6	Special Sits. Tst	69·1	73·6

KEY FUND MANAGERS

High	Low	Name	Bid	Offer
169·8	116·5	Key Equity & Gen.	157·9	169·8
62·6	57·7	Key Fixed Int. Fd.	57·3	61·6
152·3	123·7	Key Income Fund	141·6	152·3

KLEINWORT BENSON UNIT MNGRS.

High	Low	Name	Bid	Offer
158·8	126·9	K.B. Fd. of Inv. Tsts	145·2	158·3
85·3	77·6	K.B. High Yield	80·8	*86·2
219·9	172·6	K.B. UK Fd Grth In	201·7	219·9
69·7	55·0	K.B. Int Recvd Inc	65·5	*69·7
119·7	101·2	K.B. Smaller Co's.	109·9	116·5
59·8	41·7	K.B. WldTechFdInc	41·0	44·1

LAWSON FUND MANAGERS

High	Low	Name	Bid	Offer
10·8	7·6	Australian & Pacific	7·7	8·3
24·3	21·3	High Yield	20·9	23·6
17·5	13·4	Penny Share	13·5	15·8

LEGAL & GENERAL TST. MNGRS.

High	Low	Name	Bid	Offer
221·1	172·1	Equity Trust	208·6	221·1
338·2	256·6	Family Accum.	314·3	338·2
72·6	63·3	Gilt	66·6	70·5
63·7	51·0	Intnl. Managed	59·3	*63·2

LLOYDS BANK UNIT TST. MNGRS.

High	Low	Name	Bid	Offer
151·6	117·7	Balanced	144·6	154·6
265·0	198·8	Accum.	247·8	265·0
59·8	49·0	Energy International	49·7	53·1
63·5	51·8	Energy Intnl Acc.	53·1	56·7
171·6	92·2	Extra Income	108·1	115·6
196·4	151·7	Accum.	182·4	195·0
200·2	150·0	Income	187·2	200·2
374·5	289·0	Accum.	350·2	374·5
171·4	138·1	Intnl. Tech. Unit Tst	160·3	171·3
177·6	142·5	Int. Tech. Unit Tst Ac	166·1	177·6
97·6	73·8	Nth. Amer. & Gen.	88·0	94·1
102·9	77·8	Nth Amer & Gen Acc	92·8	99·2
100·5	77·0	Pacific Basin Inc.	91·0	100·5
105·5	77·0	Pacific Basin Acc.	95·8	103·4
135·6	107·7	Small Co's & Recov.	126·8	135·6
148·9	117·1	Small Co's & Rec Acc	139·3	148·9
157·9	126·5	Worldwide Growth	146·3	*156·4
217·9	173·5	Accum.	202·6	216·8

MLA UNIT TRUST MANAGEMENT

High	Low	Name	Bid	Offer
271·9	201·9	MLA Units	256·6	*271·9
39·0	30·0	MLA International	36·8	39·0

MANULIFE MANAGEMENT LIMITED

High	Low	Name	Bid	Offer
97·9	82·1	Gilt & Fix. Interest	50·4	52·2
58·4	35·8	Growth	54·8	58·2
88·3	70·6	Int. Growth Unit Tst	82·8	88·0

MARLBOROUGH COURT FUND MANAGERS LTD.

High	Low	Name	Bid	Offer
117·0	94·5	Equity Inc	109·5	117·0
124·5	101·0	International	114·0	121·5

McANALLY FUND MNGMENT LTD

1984-5 High	Low	Name	Bid	Offer
45·7	36·4	Delphi Income Trust	40·7	43·5
75·8	60·5	Delphi Income Acc.	71·2	75·8
127·6	105·5	Glen Fund Inc.	119·9	127·6
205·9	165·5	Glen Fund Acc.	193·5	205·9

MENCAP UNIT TRUST MANAGERS

High	Low	Name	Bid	Offer
105·2	80·8	Mencap	97·1	*103·2

MERCURY FUND MANAGERS

High	Low	Name	Bid	Offer
78·0	57·3	American Growth	70·0	74·0
171·4	131·6	Mercury Gen. Dist.	161·2	171·4
270·1	205·9	Mercury Gen. Acc.	253·9	270·4
83·9	73·3	Mercury Gilt Fd.	79·2	*80·1
185·6	144·6	Mercury Intnl. Dist.	174·4	*185·5
237·0	175·3	Mercury Intnl. Acc.	213·4	*227·0
93·1	68·5	Merc. Jap. Fnd. Dis.	87·2	92·7
126·9	100·5	Mercury Recovery	119·2	126·8

MIDLAND BANK GP. UNIT TST. MNGRS.

High	Low	Name	Bid	Offer
65·8	47·9	Capital	62·4	*66·5
87·7	54·8	Capital Accum.	82·3	87·7
142·2	114·4	Commod. & General	118·5	126·4
198·3	153·9	Commod. & Gen. Acc	160·5	171·2
61·7	47·7	Gilt & Fixed Interest	50·6	52·4
79·0	69·7	Gilt& Fixed Int.Acc.	73·8	77·0
117·0	96·5	High Yield	111·0	118·3
186·8	145·4	High Yield Accum.	175·4	187·0
122·2	103·9	Income	172·2	130·3
200·0	150·6	Income Accum.	189·2	201·8
170·1	128·6	Japan & Pacific	158·7	169·2
177·5	131·7	Japan & Pacific Acc.	165·6	176·6
95·4	76·5	North American	85·2	*90·8
109·4	89·9	North American Acc	100·0	106·6
85·4	67·4	Overseas Growth	74·8	*79·7
100·6	79·6	Overseas GrowthAcc	88·7	94·6
85·1	65·2	Smaller Co's Trust	69·8	74·4
87·7	66·8	Smaller Co's Tst Acc	71·6	76·3

MINSTER FUND MANAGERS

High	Low	Name	Bid	Offer
95·8	91·3	Minster Fund	92·8	95·8

MONTAGU UNIT TRUST MNGRS LTD.

High	Low	Name	Bid	Offer
50·3	40·2	Gold & Prec. Metals	39·1	41·7
50·3	40·2	Gold & Prec. MetsAc	39·5	42·1
61·7	43·8	Japan Performance	57·9	*61·7
61·8	41·3	Japan Perform. Acc	58·0	61·8
55·5	44·2	UK Market Features	47·3	50·4
55·5	44·2	UK Mark. Feats. Ac	47·4	50·5
61·6	46·7	U.S. Special Feats	56·6	60·3
61·6	47·3	U.S. Spec. Feats. Ac	56·7	60·4
54·6	50·0	U.S. Special Income	51·2	54·6
54·6	50·0	U.S. Spec. Inc. Acc.	51·2	54·6

M. & G. GROUP

High	Low	Name	Bid	Offer
185·7	129·6	American & Gen. Fd.	173·1	183·5
209·8	145·8	American & Gen Acc	195·6	207·3
214·2	182·4	American Recovery	199·3	213·2
227·5	172·5	Amer. Recov. Acc.	212·6	227·5
49·5	38·6	Amer. Smaller Co's.	43·3	46·3
105·7	77·1	Australasian & Gen.	86·0	92·9
113·4	83·0	Aust. & Gen. Accum.	92·9	100·3
281·9	225·0	Charifund	279·1	281·9
665·8	490·0	Charifund Accum.	659·2	665·8
205·1	173·0	Commodity & Gen.	180·9	191·8
258·8	216·7	Commod. & Gen. Acc.	229·7	245·5
332·1	263·1	Compound Growth	303·9	322·1
260·3	209·0	Conversion Growth	245·5	260·2
151·9	120·6	Conversion Income	143·3	151·9
292·8	210·9	Dividend Fund	276·2	*292·8
813·2	598·2	Accum.	767·2	813·2
108·0	87·9	European & Gen. Fd	101·9	*108·0
177·6	142·5	Accum.	120·4	177·6
161·8	130·5	Extra Yield	155·5	161·8
351·6	249·8	Accum.	312·8	351·6
159·7	127·3	Far Eastern & Gen.	146·2	157·8
191·0	150·9	Accum.	174·9	188·9
187·3	151·6	Fund of Inv. Trusts	175·7	186·2
284·3	227·8	Accum.	266·6	272·6
445·9	357·4	General Trust	420·7	*445·9
904·9	712·6	Accum.	853·7	904·9
61·1	55·7	Gilt Fund	56·4	59·2
82·3	73·1	Gilt Fund Acc.	76·9	80·7
60·3	42·8	Gold & General Fund	40·1	42·5
232·7	178·5	High Income	210·1	*222·7
585·2	439·8	High Income Accum	535·8	566·2
709·8	547·9	Internat. Growth	608·7	657·3
110·15	120·00	Int'nat'lGrowth Acc	333·7	110·08
492·9	361·4	Japan & General	455·2	491·6
525·9	385·6	Japan & General Acc	492·5	521·5
390·1	296·6	Midland & General	358·8	380·3
901·3	615·5	Accum.	850·3	901·6
33·1	30·4	N.A.A.I.F.	—	33·1
37·5	30·8	Accum.	—	37·5
337·5	279·9	Pension Exempt	323·3	337·1
231·6	182·1	Recovery Fund	218·2	*231·6
269·1	221·7	Accum.	357·7	269·1
516·4	405·7	Second General	481·3	*511·4
967·8	709·3	Accum.	913·0	957·8
511·2	430·3	Smaller Co's Fd.	482·3	511·2
779·9	601·3	Smaller Co's Accum	767·3	779·8
377·2	313·3	Trustee Fund	356·2	377·2

MURRAY JOHNSTONE UNIT TST.

High	Low	Name	Bid	Offer
105·3	80·1	Murray American	98·4	105·3
106·5	81·3	Murray European	99·1	106·5
158·9	111·1	Murray Smaller Co's	139·1	150·9

NATIONAL PROVIDENT INV.

High	Low	Name	Bid	Offer
157·2	117·8	N.P.I. Growth Dist.	147·7	157·2
242·4	179·7	N.P.I. Growth Acc.	230·6	245·4

N.E.L. TST. MANAGERS

High	Low	Name	Bid	Offer
60·7	50·7	Nelstar H. Income	57·7	60·7

NORWICH UNION INS. GROUP

High	Low	Name	Bid	Offer
985·3	798·7	Norwich U'G'nTst Fd	936·0	985·3

OPPENHEIMER FUND MANAGEMENT LTD.

High	Low	Name	Bid	Offer
43·5	34·1	Practical Inc. Units	39·2	41·7
76·1	58·9	Practical Acc. Units	68·8	73·3
26·3	22·2	American Growth Tst	24·3	25·9
41·4	28·6	Income & Growth	38·7	41·3
90·4	71·4	International	84·5	*90·4
38·2	26·5	Japan Growth Fd	33·7	35·9
52·9	42·0	Special Situations	49·3	*52·5

PEARL TRUST MANAGERS

High	Low	Name	Bid	Offer
95·0	71·4	Pearl Unit Trust	89·3	95·0
159·9	118·5	Pearl Unit Accum	149·3	154·9
67·2	35·6	Pearl Growth Fund	63·1	67·2
97·6	77·5	Pearl Growth Acc.	91·7	97·6
86·6	64·6	Pearl Income Fund	81·4	86·6

PERPETUAL UNIT TST. MNGMNT.

High	Low	Name	Bid	Offer
57·7	45·8	American Growth F.	52·7	56·6
176·7	137·9	Growth	164·6	176·7
133·2	98·2	Income	121·3	133·2
56·8	50·0	Int. Em'g Co's	52·9	56·8

PROLIFIC UNIT TRUSTS

High	Low	Name	Bid	Offer
59·3	50·0	Prolific Extra Inc.	55·7	*59·3
123·9	90·6	Prolific Far Eastern	114·3	124·5
126·6	92·2	Prolific High Inc.	119·0	126·6
89·7	70·3	Prolific Intnl.	83·4	89·4
117·2	91·5	Prolific Nth Amer.	108·3	116·0
141·2	102·4	Prolific Special Sits.	132·7	*141·2
137·8	107·3	Prolific Technology	119·5	128·0

PRUDENTIAL PORTFOLIO MNGRS.

High	Low	Name	Bid	Offer
327·4	256·0	Prudential Units	307·6	327·4

QUILTER MANAGEMENT CO.

High	Low	Name	Bid	Offer
334·9	257·5	Quadrant General	308·3	324·7
181·9	152·8	Quadrant Income	167·4	176·3
310·9	233·0	Quadrant Intnl Fd.	294·5	310·0
208·5	162·7	Quadrant Rec. Fd.	185·2	195·0
131·3	119·1	Wickmoor	123·2	127·2
219·0	175·7	Wickmoor Acc	211·3	219·0
133·0	106·4	Wickmoor Dividend	122·9	127·4
218·6	173·0	Wickmoor Div. Acc.	210·9	218·6

RELIANCE UNIT MANAGERS LTD.

High	Low	Name	Bid	Offer
135·8	107·6	British Life	123·4	135·8
85·7	64·3	Reliance Inc.	80·3	85·7
109·5	82·6	Reliance Acc.	102·5	109·5

RIDGEFIELD MANAGEMENT

High	Low	Name	Bid	Offer
115·9	89·3	Income Trust	103·2	*106·6
244·8	161·8	International	215·5	*228·0

ROTHSCHILD ASSET MNGMNT.

High	Low	Name	Bid	Offer
302·5	234·2	N.C. American Inc.	233·2	241·2
320·9	235·0	N.C. America Acc.	243·5	256·3
317·8	243·9	N.C. Income Fund	302·3	317·1
135·4	98·5	N.C. Japan Fund	127·1	135·1
115·8	85·3	N.C. Smaller Co's	104·4	109·8

ROWAN UNIT TRUST MANAGEMENT

High	Low	Name	Bid	Offer
193·0	140·3	American	176·0	180·0
136·5	105·5	Far East	131·5	135·0
153·0	132·0	Fixed Interest Fund	148·5	149·5
129·5	113·5	High Interest Fund	119·0	*120·0
128·5	98·5	High Yield	119·5	*122·5
264·5	212·0	Merlin Fund	256·0	264·0
534·0	435·0	Securities Fund	507·0	532·0

ROYAL LIFE FUND MNGMNT. LTD.

High	Low	Name	Bid	Offer
48·5	37·1	Equity Trust	35·6	36·5
59·8	44·7	International Trust	55·8	59·3

ROYAL LONDON UNIT TRUST MNGRS. LTD.

High	Low	Name	Bid	Offer
54·4	48·9	Gilt Inc.	50·1	52·8
56·8	46·2	High Inc.	52·4	55·8
65·1	49·7	Income & Growth	61·1	65·1
73·8	52·9	Special Sits	68·2	73·6

SAVE & PROSPER SECURITIES

High	Low	Name	Bid	Offer
62·3	46·3	Amer. Inc. & Growth	58·3	62·3
82·1	69·5	Capital	82·4	*86·1
62·4	48·6	Commodity Share	51·4	55·3
50·9	43·0	Energy Industries	51·7	55·0
59·6	49·9	European Growth	54·2	57·6
45·2	35·0	Exploration Fund	34·5	36·7
66·4	52·5	Financial Securities	62·1	*66·3
58·5	52·1	Gilt & Fixed Int. Inc	52·2	53·9
75·4	66·7	Gilt & Fixed Int. Gth	71·7	72·5
57·6	43·6	High Return	126·4	134·4
116·0	90·2	High Yield	109·1	116·0
76·0	63·6	Income	70·0	76·0
70·3	56·4	Investment Trust	61·6	69·0
58·5	42·9	Japan Growth	55·0	60·5
87·7	62·5	Japan Smaller Co's	81·4	87·0
109·5	85·7	New Technology Fd	100·7	*107·1
95·4	75·6	Scotbits	89·2	95·4
126·5	105·3	Scotshares	114·2	*121·4
110·0	83·9	Scotyields	103·4	110·4
58·5	49·7	Select Intnl	55·3	58·5
116·5	91·4	Smaller Co's Inc. Fd	109·6	116·5
98·6	70·8	S.E. Asia Growth	97·6	98·4
73·6	58·7	Special Sits. Fund	68·9	73·6
156·7	115·6	U.K. Equity	147·9	156·7
71·5	58·3	Universal Growth	66·4	70·6
64·6	50·0	U.S. Growth	57·0	60·6

SCHRODER UNIT TRUST MNGRS LTD

High	Low	Name	Bid	Offer
111·7	91·1	American Income	101·9	107·6
112·4	91·6	American Acc.	101·8	108·5
81·6	59·1	Australian Income	66·6	70·9
81·5	62·1	Australian Acc.	70·2	74·8
64·0	53·5	European	60·1	64·0
64·8	55·3	European Acc.	60·8	64·8
59·4	51·2	Gilt & Fixed Int. Inc	52·3	56·2
77·9	70·1	Gilt & Fixed Int. Acc	71·0	74·6
150·9	101·3	Income Inc.	142·8	*150·9
276·0	204·8	Income Acc.	258·9	276·0
90·0	71·2	International Fd	83·4	*88·9
123·3	97·0	International Fd. Acc	114·2	121·7
65·6	50·0	Japan Smaller Co's	60·4	64·3
89·4	73·1	Recovery & Malaysia	72·3	76·7
105·4	86·5	Smaller Co's Income	98·9	*105·4
87·5	70·4	Special Sits. Inc	77·9	83·0
133·5	99·2	Tokyo Income	121·8	133·0
80·3	62·9	U.K. Equity	75·4	*80·3
120·0	91·6	U.K. Equity Acc.	112·6	120·0

SCOTTISH EQUITABLE FUND MNGRS.

High	Low	Name	Bid	Offer
127·1	102·5	Income	119·4	127·1
181·6	144·4	Accum.	170·7	181·6

SCOTTISH UNIT MANAGERS LTD.

High	Low	Name	Bid	Offer
35·0	26·9	Scottish Income Fd.	32·7	35·0
31·5	24·5	Scot. Nth. Amer Fd.	28·6	30·8
38·8	29·1	Scottish Pacific Fd	36·2	38·5
30·9	25·3	Scot. Worldtrust.Fd.	28·8	30·9

STEWART UNIT TST MNGRS.

High	Low	Name	Bid	Offer
191·0	142·9	American Fund	168·3	179·5
163·2	108·8	Australia Fund	114·2	121·5
412·0	308·8	British Capital Fund	370·6	393·7
169·4	140·4	European Fund	159·3	169·4
210·5	155·0	Japan Fund	195·7	208·5

SUN ALLIANCE FUND MNGMNT.

High	Low	Name	Bid	Offer
326·6	249·9	Equity Trust	307·0	326·6
54·8	50·0	Far East Unit Trust	51·6	54·8
53·4	49·4	N. American Unit Tst	49·2	52·3

31 & TARGET FUND MNGRS LTD.

High	Low	Name	Bid	Offer
87·2	69·4	Small Co's Fund	70·6	75·3

TARGET TRUST MANAGERS

1984-5 High	Low	Name	Bid	Offer
77·6	60·2	American Eagle	67·5	72·2
37·4	28·9	Australian Fund	29·2	31·1
121·6	93·0	Commodity Fund	92·0	98·3
64·7	45·3	Energy	43·3	*46·3
101·9	74·3	Equity Fund	95·3	101·9
598·6	456·3	Equity Exempt	561·8	595·3
410·58	307·5	Equity Exempt Acc.	392·4	410·58
96·0	82·0	Extra Income	89·9	96·0
197·5	150·4	Financial Fund	183·2	195·2
220·0	196·6	Gilt Capital Fund	205·1	219·5
115·2	101·1	Gilt Income	102·	107·5
99·1	63·8	Gold Fund	62·	66·1
173·8	114·2	Gold Fund Acc.	110·	118·0
60·2	44·5	Income Fund	56·	*60·2
41·1	30·4	Japan Fund	49·	45·5
36·9	28·0	Malaysia&Singapore	28·	30·0
86·0	59·9	Pacific Fund	66	70·6
90·2	60·7	Pacific Re-invest.	63·1	68·2
16·6	14·9	Preference Fund	15·1	16·5
452·1	315·3	Professional Fund	43·3	35·1
64·4	52·1	Target Spec. Sits.	60·5	64·4
53·6	41·9	Technology	41·7	44·6
52·3	37·1	U.S. Special Bond	46·4	49·4
112·4	88·1	Worldwide Cap. Fd.	105·4	*112·4

TEMPLE BAR UNIT TRUST MNGRS.

High	Low	Name	Bid	Offer
41·7	36·2	Gilt Trust	38·3	39·7
50·0	39·1	High Income Trust.	40·9	43·9
107·2	84·9	North American	100·8	107·2
114·7	91·9	Recovery Trust	95·9	102·0
67·0	55·9	St. Vincent Ht. Inc.	64·9	67·0
66·0	50·0	St.VincentUSGthFd	62·9	65·6

TOUCHE, REMNANT UNIT TRUST MNGMNT. LTD.

High	Low	Name	Bid	Offer
27·1	22·0	TR Amer. GrwthFd.	24·0	25·8
28·8	25·0	TR Global Technlgy	26·9	28·7
44·1	35·0	TR Income Gth. Fd.	41·0	44·1
39·5	36·1	TR Inc. Monthly Fd	37·1	39·5
39·1	30·7	TR Overseas Gth Fd	36·0	38·2
36·7	25·0	TR Smaller Com. Fd	33·9	36·7
34·1	25·4	TR Special Opps Fd	32·1	*34·1

TRANSATLANTIC & GEN. SECS.

High	Low	Name	Bid	Offer
355·0	285·8	Barbican	338·5	355·0
560·7	438·7	Accum.	534·6	560·7
215·9	128·7	Food Ins.AusGen Fd	155·2	215·9
248·7	175·5	Fieldng.ArAustGen Ac	226·9	238·7
184·7	145·3	Fielding Fund	172·0	184·7
197·6	151·6	Fielding Acc.	188·8	197·6
130·2	107·0	Fielding Income	121·6	130·2
135·7	95·8	S & W American	129·8	135·7

T.S.B. UNIT TRUST

High	Low	Name	Bid	Offer
99·9	76·6	T.S.B. American	95·5	99·5
89·9	72·6	T.S.B. Extra Inc.	83·5	89·9
125·1	93·9	T.S.B. General Inc.	117·3	*124·8
197·7	147·8	T.S.B. General Acc.	185·8	197·7
51·0	41·6	T.S.B. Gilt & Fix Int	49·5	46·5
160·2	124·2	T.S.B. Income	150·5	*160·2
240·7	194·0	T.S.B. Intnl. (Scot.)	226·2	240·7
293·3	232·1	T.S.B. Int.Ac.(Scot)	272·8	290·3
123·5	91·2	T.S.B. Pacific Inc.	116·0	123·5
51·2	37·5	T.S.B. Select Op. Ac.	48·1	51·2

TYNDALL MANAGERS LTD.

High	Low	Name	Bid	Offer
80·0	61·3	Australasian Fund	66·5	*71·2
279·4	224·2	Capital Fund	263·4	*273·4
418·0	378·3	Accum.	450·8	478·0
329·6	289·4	Exempt Fund	310·6	*321·4
469·6	397·2	Accum.	443·8	472·8
145·9	111·6	Far Eastern	135·6	145·4
39·2	32·4	Fin. & Property	36·8	39·2
58·5	57·6	Fin. & Property Acc	54·9	58·5
115·0	105·4	Gilt Capital Trust	110·7	115·0
107·1	100·0	Gilt Income	103·2	*107·1
41·4	34·8	High Yield	38·6	41·4
80·3	64·1	High Yield Acc.	78·2	83·3
173·3	145·6	Income Fund	164·2	*174·2
502·4	395·2	Accum.	473·6	502·4
135·8	108·4	Intnl. Earnings Fd.	127·1	135·8
191·0	149·8	Accum.	179·2	191·0
60·1	55·3	Internat. Gwth. Fnd	59·3	63·2
76·9	60·6	Japan Gwth. Fd. Acc.	71·3	76·4
231·4	189·3	Natural Resources	198·8	211·0
337·6	248·6	Accum.	264·8	287·3
116·8	95·0	N. American Gth.	104·7	*112·1
128·5	107·1	N. Amer. Gth. Acc.	119·1	127·6
115·9	101·6	Preference Fund	104·8	111·8
256·4	228·0	Pref. Accum	239·8	255·4
308·4	251·5	Scottish Income	287·4	308·2
143·8	122·1	Smaller Companies	135·0	143·8
188·1	156·9	Smaller Comp. Acc.	174·7	188·1
83·7	68·9	Special Situations	73·6	80·8

UNIT TRUST ACCOUNT & MNGMT.

High	Low	Name	Bid	Offer
105·2	76·3	Friars House Fd.	99·4	*105·8

WARDLEY UNIT TRUST MNGRS LTD

High	Low	Name	Bid	Offer
69·5	52·5	American Tst.	63·7	68·6
44·8	33·2	Australia	38·6	*41·5
71·5	53·8	Far East & Gen.	67·2	71·5
61·2	44·6	Income Tst.	56·9	61·2
71·3	54·1	Japan Grth.	69·0	74·3
61·6	42·4	Nat. Resources	48·4	51·5
107·1	82·8	Smaller Company's.	99·8	107·4
58·2	30·5	Technology	34·6	37·5
101·6	71·5	U.K. Trust	95·5	*101·6

WIELER (ANTHONY) & CO.

High	Low	Name	Bid	Offer
62·5	50·5	Wieler Growth Fund	58·1	62·5
84·7	68·0	Accum	78·8	84·7

INSURANCE, PROPERTY, BONDS, ETC.

ABBEY LIFE ASSURANCE CO.

High	Low	Name	Bid	Offer
84·2	68·9	Equity Series I	80·0	84·2
231·5	224·5	Property Series I	214·9	226·1
89·8	71·5	Equity Accum Ser. 2	85·7	89·8
293·3	277·8	Property Acc. Ser. 2	278·6	293·3
315·1	195·3	Selective Acc. Ser. 2	304·4	315·1
335·3	173·5	American Series 4	302·4	318·4
94·1	72·6	Equity Series 4	89·3	94·1
172·5	155·8	Fixed Interest Ser. 4	159·1	167·5
221·9	175·2	High Income Ser. 4	210·8	221·9
117·5	101·1	Indexed Inv. Ser. 4	109·6	115·4
301·7	229·7	Managed Series 4	286·6	301·7
184·0	174·7	Money Series 4	175·0	184·0
231·3	226·5	Property Series 4	219·7	231·3
581·7	452·2	Pensions Equity	540·2	568·7
175·3	155·9	Pensions Fixed Int.	160·6	171·3
119·5	104·8	Pens. Indexed Inv.	111·5	117·4
490·2	414·5	Pensions Managed	465·6	490·2
365·8	346·9	Pensions Property	346·8	365·8
346·8	271·8	Pensions Security	283·2	298·2
322·1	153·4	Pensions Selective	311·3	322·4

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UNIT TRUST PRICES

ALBANY LIFE ASSURANCE CO.

High 1984-5	Low	Name	Bid	Offer
554-3	445-5	Equity Fund Acc.	526-7	554-3
549-4	451-8	Equity Pen. Acc.	527-0	549-4
283-8	241-0	Fixed Int. Acc.	250-4	263-5
474-4	418-7	Fixed Int. Pen. Acc.	442-5	465-5
263-5	210-6	Intnl. Man. Accu	250-2	263-3
340-0	280-2	Intnl. Man. Pen Acc	323-0	340-0
169-2	130-5	Japan Fund	161-1	168-5
188-7	135-8	Japan Fund Pen.	176-6	185-8
419-5	355-6	Mult. Inv. Acc.	398-4	419-5
683-3	555-4	Mult. Inv. Pen. Acc.	649-2	683-3
138-1	111-6	North American Fd.	126-5	133-1
197-3	186-2	Property Fund Acc.	187-5	197-3
278-1	241-7	Prop. Pension Acc.	264-2	278-1

ARBUTHNOT SECURITIES (C.I.)

85-2	70-9	Government Secs T.	76-0	79-7

BARCLAYS LIFE ASSURANCE CO.

153-3	119-1	America Accum.	145-2	152-3
160-4	132-5	Australia Accum.	135-7	142-8
287-8	241-0	Barclays Bond	273-4	287-8
325-3	259-7	Equity Acc.	309-0	325-3
189-7	168-6	Gilt-Edged Acc	177-4	186-8
208-1	166-4	International Acc.	196-3	206-7
245-8	187-8	Managed Acc.	233-5	245-8
164-5	156-6	Money Acc.	156-2	164-5
212-4	197-8	Property Acc.	201-7	212-4
171-5	121-0	Income Acc.	162-9	171-5
157-8	126-0	Financial Acc.	150-0	157-9
156-7	121-8	"500" Acc.	148-8	156-7
251-5	219-4	Gilt-Edged Pen. Acc	237-3	249-8
212-0	180-1	Greater Pacific Acc.	199-7	210-3
321-0	263-5	Managed Pen. Acc.	304-8	321-0
221-3	200-4	Money Pen. Acc.	210-1	221-3

BARCLAYS UNICORN INTNL (I.O.M.)

99-8	74-9	Uni-Australian	79-8	84-9
61-8	58-3	Uni-Aust. Mineral	56-8	60-5
226-3	174-5	Uni-Pacific	201-8	214-7
88-1	74-2	Uni-International	86-9	92-5

BRITANNIC UNIT LINKED ASSURANCE LTD.

175-3	136-8	Britannic Man. Fund	166-5	175-3
112-0	107-1	Britannic Prop. Fd.	105-7	111-3

CANNON ASSURANCE

647-86	539-25	Equity Unit	647-86	—
660-3	527-0	Equity Acc.	650-3	—
417-1	353-3	Managed Acc.	414-8	—
118-92	117-52	Property Unit	118-92	—
129-86	124-81	Bal. Bnd. Exec. Unit	125-21	127-84
132-47	126-95	Equity Bond Exec.	130-68	132-47
126-23	124-01	Prop Bond Exec.	124-79	126-23
211-3	166-6	Sec. American Acc.	191-3	202-4
250-4	210-2	Sec. Equity Acc.	236-6	250-4
185-6	100-6	Sec. Far East Acc.	116-8	123-8
165-0	148-6	Sec. Gilt Acc.	152-9	161-8
212-5	167-0	Sec. High Inc. Acc.	200-3	212-0
167-9	152-2	Sec. Intnl. Mon. Acc.	158-4	167-6
203-6	178-3	Sec. Managed Acc.	189-6	200-5
197-8	182-0	Sec. Property Acc.	186-9	197-8
305-8	223-4	Sec. Am. Pens. Acc.	284-4	301-0
369-3	286-4	Sec. Eqty. Pens. Acc.	349-1	369-4
128-8	100-8	Sec. Far E. Pens. Acc	119-6	126-6
238-0	177-4	Sec High Inc PensAcc	218-6	231-3
216-7	185-8	Sec Int Mon Pens Ac	204-5	216-2
270-7	233-1	Sec. Man. Pens. Acc.	254-4	269-2
263-5	235-2	Sec. Prop. Pens. Acc.	248-6	263-1
88-5	78-0	L. & E.S.I.F.	84-0	89-0
59-5	53-0	L. & E.S.I.F. (2)	56-0	59-5

CHIEFTAIN ASSURANCE

High 1984-5	Low	Name	Bid	Offer
177-4	158-1	American	168-6	177-5
117-9	103-5	Basic Resources	108-7	114-4
234-3	123-1	Far Eastern	220-3	231-9
136-3	116-6	High Income	124-3	130-8
161-2	127-2	Income & Growth	153-2	161-2
163-5	128-5	International	155-5	163-5
204-5	173-0	Managed Growth	194-2	204-5
109-5	91-7	Managed Income	100-0	105-2

CITY OF WESTMINSTER ASSURANCE

173-7	151-7	Equity Fund	165-0	173-7
132-0	112-5	Gilt Fund	123-3	129-8
127-9	110-5	Nat. Resources Fd.	121-5	127-9

above prices for policies issued after 1.11.1980

COMMERCIAL UNION GROUP

125-3	110-8	Fixed Interest	116-1	123-3
158-7	130-6	International Equity	150-1	158-1
180-4	136-5	Managed	171-3	180-4
183-5	138-5	U.K. Equity	174-3	183-5

CONTINENTAL LIFE INSURANCE

207-7	174-5	Life Man. Fund Acc.	197-5	207-7
221-9	174-9	Pen. Man. Fund Acc.	210-8	221-9

CORNHILL INSURANCE

184-0	165-0	Equity Fund	174-5	184-0
145-0	131-0	Fixed Interest Fund	134-5	142-0
407-5	356-0	Managed Fund	387-0	407-5
132-0	124-0	Money Fund	125-0	132-0

CRITERION ASSURANCE GROUP

117-4	100-0	Criterion Man. Fd.	111-5	117-4
37-0	29-8	Pns. Man. Cap.	35-1	37-0
40-3	32-7	Pens. Man. Acc.	38-3	40-3
—	—	Pens. Guar. Dep. Cap	—	—
29-9	27-4	Pens. Guar. Dep. Acc	28-4	29-9

CROWN LIFE ASSURANCE

178-2	152-0	Dist. Fund Income	169-3	176-2
281-0	214-7	Equity Fund Acc.	267-9	282-0
201-5	178-9	Fixed Int. Fd. Acc.	187-0	196-8
246-7	196-8	Intnl. Fund Acc.	232-9	245-1
300-7	243-9	Inv. Tst. Fd. Acc.	285-7	300-7
253-1	211-3	Managed Fund Acc.	240-5	253-1
161-4	150-0	Money Fund Acc.	153-4	161-4
165-1	149-8	Property Fund Acc.	156-9	165-1

EAGLE STAR INS. MIDLAND ASS'CE

134-4	108-4	Eagle/Midland	127-7	134-4

EQUITY & LAW LIFE ASS'CE

212-0	180-5	Fixed Interest Fund	198-6	209-2
164-2	155-4	Gntd. Deposit Fund	155-9	164-1
281-5	248-4	Mixed Fund	267-5	281-5
242-4	222-7	Property Fund	230-3	242-4
345-0	278-6	U.K. Equities Fund	327-8	345-0

FRIENDS PROVIDENT LINKED LIFE

114-9	101-2	Fixed Interest Acc.	105-8	112-5
126-9	106-5	Mixed Acc.	120-5	126-9
124-3	108-5	Overseas Equity Acc	117-5	123-7
118-6	104-5	Property Acc.	112-6	118-6
145-0	112-2	U.K. Equity Acc.	137-7	145-0

G.T. MANAGEMENT (U.K.) LIMITED LONDON AGENTS

High 1984-5	Low	Name	Bid	Offer
88-87	67-57	Anchor Intnl.	87-79	*87-80

G R E LINKED LIFE ASSURANCE LTD

153-3	144-8	Deposit Acc.	145-6	153-3
409-5	315-8	Equity Acc	389-0	409-5
250-8	216-9	Fixed Interest Acc.	232-9	245-2
105-0	95-2	Index-LinkedGiltAc	99-2	104-4
309-6	236-2	International Acc.	292-2	307-6
272-4	219-7	Managed Initial	258-8	272-4
310-9	266-0	Managed Acc.	295-4	310-9
125-2	96-4	North Amer. Acc	116-6	122-7
136-6	105-5	Pacific Acc.	129-8	136-6
148-8	145-4	Property Acc.	140-8	148-2

GRESHAM UNIT ASSURANCE LTD

335-7	269-8	Managed Fund	318-6	335-7
301-2	235-2	Equity Fund	285-8	301-2
133-3	117-3	Fixed Int. Fd.	124-1	130-8
173-5	164-8	Money Fund	164-8	173-5
195-0	185-6	Property Fd.	185-1	195-0
278-2	224-8	Fram. American	240-2	253-1
286-7	215-1	Fram. Capital	251-6	266-7
272-4	202-7	Fram. Income	258-5	272-4
305-6	254-5	Fram. Int. Growth	271-4	286-0
189-1	158-0	Fram. Recovery Tst.	179-5	189-1

HAMBRO LIFE ASSURANCE

302-9	239-8	H. Amer. Equity Fd.	287-7	302-9
158-0	125-0	H. American Man	150-1	158-0
119-8	107-0	H. American Prop	113-8	119-8
511-4	417-6	Hambro Equity	485-8	511-4
208-6	197-1	H. Fixed Int. Dep	198-1	208-6
240-3	217-6	H. Gilt Edge	224-6	236-5
275-5	239-9	H. Managed Cap	259-9	273-6
489-4	370-4	H. Managed Accum.	407-9	429-1
348-0	271-9	H. O'seaEarningsAcc	324-7	341-8
315-3	299-2	H. Property	299-5	315-3
128-2	94-2	H. Pen. Am. Eq. Acc	121-4	127-8
998-4	771-7	H. Pen. Equity Acc.	940-3	989-8
127-2	99-0	H. Pen Far East Acc	120-8	127-2
333-7	303-9	H. Pen. F. I. Acc.	317-0	333-7
334-1	295-3	H. Pen G. Edged Acc	308-8	325-1
881-3	704-7	H. Pen. Man. Acc.	812-7	855-5
110-2	100-0	H. Pen. Mortg. Acc.	104-6	110-2
628-4	572-3	H. Pen. Prop. Acc.	596-9	628-4

HEARTS OF OAK BENEFIT SOCIETY

150-9	136-0	Managed Fund	145-0	150-9

HENDERSON ADMINISTRATION

242-2	185-1	Far East	228-8	240-9
229-4	185-7	Managed	217-9	229-4
252-9	197-2	North American	228-2	240-3
216-7	181-7	Special Situations	205-8	216-7

HILL SAMUEL LIFE ASSURANCE

386-1	330-6	Managed Units	364-4	383-6
221-2	180-8	Man. Series A.	210-2	221-2
170-9	149-8	Man. Series C.	162-3	170-9
204-5	192-7	Money Units	194-2	204-5
160-7	152-0	Money Series A.	152-6	160-7
236-4	195-3	Equity Series A.	226-4	238-4
181-4	187-5	Fixed Int. Series A.	172-3	181-4

HODGE LIFE ASSURANCE CO.

High 1984-5	Low	Name	Bid	Offer
219-5	185-5	Hodge Bonds	208-6	219-5
190-7	170-1	Takeover Fund	181-2	190-7

IMPERIAL LIFE ASSURANCE

200-7	167-6	Growth Fund	184-6	200-7
205-1	173-5	Pension Managed Fd	188-7	205-1
314-7	268-3	Equity Fund	299-0	314-7
203-2	178-5	Fixed Int. Fd.	184-6	194-3
199-5	172-8	Managed Fund	188-9	198-8
163-6	145-2	Property Fund	155-4	163-6

IRISH LIFE ASSURANCE

232-0	189-2	Global Fund	220-4	232-0
481-4	427-0	Managed Fund	456-7	480-7

LEGAL & GENERAL (UNIT ASS'CE.)

129-3	125-2	Cash Initial	121-5	127-9
161-4	157-4	Cash Accum	153-3	161-4
356-1	274-4	Equity Initial	332-2	356-1
449-1	336-6	Equity Accum	426-6	449-1
235-0	209-7	Fixed Initial	216-8	228-2
295-5	260-5	Fixed Accum.	273-4	287-8
219-6	161-2	Intnl. Initial	202-0	212-7
266-9	221-4	Intnl. Acc.	250-9	264-2
276-9	238-1	Managed Initial	255-0	276-9
349-2	286-3	Managed Accum	331-7	349-2
151-8	144-7	Property Initial	143-8	151-4
191-0	176-6	Property Accum	181-4	191-0

LIBERTY LIFE ASSURANCE

56-3	52-0	Global Growth Fund	53-4	56-1
50-8	45-6	Key Fund	47-0	49-4
27-5	24-4	Sel Sec. 'A'	26-1	27-5
26-0	25-8	Select Security Fund	24-6	26-0
119-2	106-2	Spearhead Fund	113-5	119-2
23-2	19-5	Blue Chip Fund	22-0	23-2
20-8	18-8	Fixed Yield Fund	19-7	20-8
16-8	15-8	Guaranteed Men. Fd	15-9	16-8
21-1	18-2	Managed Fund	20-0	21-1

LLOYD'S LIFE ASSURANCE

211-0	197-9	Opt. 6 Dep. 'A' Fd	200-4	211-0
379-5	305-0	Opt. 6 Equity 'A' Fd	360-5	379-5
289-9	265-2	Opt. 6 H. Yld. 'A' Fd	266-7	280-1
354-8	311-2	Opt. 6 Man. 'A' Fd	336-4	354-2
276-1	251-1	Opt. 6 Prop. 'A' Fd	262-2	276-0
114-5	100-2	High Inc. Tst. Fd.	108-1	113-8

LONDON & INDEMNITY & GENERAL INSURANCE

75-8	67-3	Money Manager	71-3	75-8
65-0	56-5	Money Man. Flexible	61-7	65-0

LONDON LIFE LINKED ASSURANCE LIMITED

307-5	236-2	Equity	—	307-5
184-1	158-1	Fixed Interest	—	179-7
130-3	109-0	International	—	130-3
234-5	199-6	Mixed	—	234-5
197-2	178-6	Property	—	197-2

LONDON LIFE MANAGED FUNDS LTD.

231-5	171-3	Equity (P)	—	231-5
197-5	172-2	Fixed Interest (P)	—	194-5
123-4	106-8	Indexed Stock (P)	—	122-7
126-9	104-5	International (P)	—	126-4
190-3	159-6	Mixed (P)	—	190-3
144-8	128-2	Property (P)	—	144-8

LONDON & MANCHESTER GROUP

525-0	404-1	Capital Growth Fd	—	525-0
226-1	195-4	Flexible Fund	—	225-7
154-6	147-2	Guaranteed Dep. Fd.	—	154-6
381-4	311-8	Invest. Trust Fund	—	380-0
201-2	158-6	Money Maker Fund	—	195-9
151-7	128-1	Property Fund	—	151-7

MANUFACTURERS' LIFE INS. CO.

129-2	100-5	Investment	121-6	127-7
173-8	160-9	Deposit	165-2	173-9
302-6	234-9	Equity	286-6	301-7
306-5	268-6	Gilt-Edged	283-0	297-9
252-9	208-8	International	239-6	252-2
289-6	251-1	Managed	273-2	287-6
229-4	197-1	Property	217-9	229-4

MERCHANT INVESTORS ASSURANCE

201-4	190-5	Conv. Deposit Bond.	—	201-4
131-5	108-8	Equity Bond	—	131-3
212-9	187-2	Managed Bond	—	212-5
254-8	235-1	Money Market Bond.	—	251-7
292-1	277-5	Property Bond	—	292-1
235-5	206-2	Intnl. Equity	—	237-5
220-9	194-8	Intnl. Managed	—	220-9
126-0	108-6	North America	—	121-2

M. & G. GROUP

171-9	104-8	America Bond	161-9	170-1
222-0	174-7	American Recovery	211-4	222-0
132-9	101-2	Australasian	114-1	119-9
152-9	131-1	Commodity	138-2	145-3
201-0	190-2	Convert. Deposit Bd	191-3	201-0
177-7	149-4	Equity Bonus	169-1	177-7
398-0	324-2	Equity Accum	379-0	398-0
211-6	162-5	Extra Yield Bonds	201-4	211-6
520-9	444-9	Family Bnds (1982-86)	520-0	—
137-1	110-8	Far Eastern	129-1	135-7
211-4	184-9	Gilt Bond	195-0	204-8
169-5	131-8	High Yield Bond	161-3	169-5
275-6	229-1	International Bonds	262-4	275-6
142-8	96-7	Japan Bonds	135-9	142-8
331-8	287-5	Managed Bonds	315-9	331-8
117-4	91-2	Mirror Bonds	117-4	—
878-9	682-3	Pers. Pension	—	878-9
264-9	255-1	Property Fund	252-2	264-9
181-1	143-4	Recovery Bond	172-5	181-1

N E L PENSIONS LTD.

355-3	290-3	Nelex Equity Accum	337-6	355-3

NEW ZEALAND INSURANCE Plc.

377-8	322-8	Kiwi Key Inv. Plan.	368-5	377-8
281-5	234-9	American	245-8	256-7
159-2	149-2	Deposit	149-6	157-5
187-0	174-9	Gilt	176-8	186-1
163-7	151-4	High Inc. Eqy. Dist.	155-5	163-7
116-6	100-9	High Inc. Fix Int Dis	102-5	107-9
403-2	325-2	Pacific	379-1	399-0
179-3	151-1	Property	152-9	160-9
175-0	143-0	U.K. Equity	166-2	175-0

NORWICH UNION INS. GROUP

183-2	172-8	Norwich Deposit Fd.	174-1	183-2
£10-11	836-8	Norwich Equity Fd.	961-0	£10-11
307-2	271-1	Norwich Fix. Int. F.	285-6	300-6
547-2	477-8	Norwich ManagedFd	519-9	547-2
279-3	256-2	Norwich PropertyFd	265-4	279-3

PROPERTY EQUITY AND LIFE ASS. CO.

130-7	107-4	R.S. Equity Bond	—	130-7
265-8	229-6	R.S. Flex. Mon. Bd.	—	265-8
124-9	109-7	R.S. Managed Bond.	—	124-9
108-6	102-5	Int. Mnged. Cur. Fd.	—	108-6

PHOENIX ASSURANCE CO.

291-1	244-2	Wealth Assured Bds.	276-5	291-1

PROPERTY GROWTH ASSURANCE

557-0	404-7	Equity Fund	537-0	557-0
525-8	399-3	Equity Fund (A)	525-8	525-8
206-9	185-9	Gilt Edged Fund	203-4	203-4
206-9	185-9	Gilt Edged Fund (A)	203-4	203-4
289-2	235-6	Intnl. Fund	281-6	281-6
289-2	235-6	Intnl. Fund (A)	281-6	281-6
156-9	134-7	Investment Fund	156-9	156-9
153-5	131-5	Investment Fd. (A)	153-5	153-5
236-3	219-0	Money Fund	236-3	236-3
231-3	215-0	Money Fund (A)	231-3	231-3

PROVIDENCE CAP. LIFE ASS'CE

133-0	112-6	Equity Acc.	126-9	132-9
102-1	87-6	Fixed Int. Acc.	94-7	99-9
94-6	79-4	Intnl. Acc.	89-3	94-3
108-8	94-9	Managed Acc.	103-1	108-7
139-2	120-4	Property Acc.	132-0	139-3
84-0	68-3	Special Market Fund	79-6	84-0

PROVIDENT LIFE ASSOC. OF LONDON LTD.

604-0	495-0	Plus Units	575-0	604-0

PROVINCIAL LIFE ASS'CE

214-5	156-8	High Income	203-6	214-5
193-9	155-4	International	183-4	193-3
348-8	290-1	Managed	331-0	348-8
226-3	180-8	North American	211-6	224-0
254-9	208-0	Technology	228-2	242-8

PRUDENTIAL ASSURANCE CO. LTD.

142-3	124-0	Prufund Managed F.	137-6	143-4

PRUDENTIAL PENSIONS LTD.

£76-26	£58-89	Equity Fund	£73-97	£76-26
£46-20	£39-59	Fixed Interest Fund	£44-35	£44-93
£16-85	£10-65	International Fund	£15-22	£13-63
£58-78	£56-22	Property Fund	£57-02	£58-78
£15-10	£11-64	Cash	£13-10	£15-10
186-3	154-1	Managed	178-6	186-1
131-6	119-8	Cash Fund	126-3	131-6

REFUGE INVESTMENTS LTD.

178-0	150-1	Managed	169-1	178-0
144-2	131-6	Property	136-9	144-2

RELIANCE MUTUAL INSURANCE

173-3	141-9	Equity Fund	164-0	172-6
165-9	140-2	Managed Fd.	155-0	163-1

ROWAN UNIT TRUST MANAGEMENT

375-4	342-3	Rowan Bond	340-4	357-3

ROYAL INSURANCE GROUP

417-8	346-6	Royal Shield	394-9	417-8

ROYAL LONDON MUTUAL INS. SOC. LTD.

203-8	170-3	R.L. Mixed Fund	193-1	203-4

SAVE & PROSPER GROUP

305-4	265-9	Balanced Invest	290-4	305-2
206-5	187-8	Deposit Fund	195-1	206-5
68-1	50-7	Equity Pension Fd.	64-3	68-1
253-5	221-3	Gilt Fund	234-0	247-7
97-0	79-8	Global Equity Fund.	91-8	96-0
76-1	65-8	Global Pension	71-9	76-1
65-9	52-0	Managed Pension Fd	62-2	65-9
305-1	288-5	Property Fund	289-3	305-1
60-0	55-7	Property Pension Fd	55-7	59-0

SCHRODER LIFE GROUP

High 1984-5	Low	Name	Bid	Offer
224-6	173-5	American (4)	188-5	198-5
194-6	180-7	Deposit (4)	184-8	194-6
593-8	500-8	Equity (4)	564-0	593-8
275-3	246-0	Fixed Int. (4)	257-3	271-7
151-8	135-8	Gilt & Fixed Int. (4)	140-1	147-8
205-6	168-0	Income Dist. (4)	195-2	*205-6
264-0	209-0	Income Accum. (4)	250-7	264-5
198-5	168-0	International (4)	187-4	197-3
518-6	275-8	Managed (4)	500-6	518-5
200-8	171-2	Overseas (4)	190-1	200-2
298-6	282-0	Property (4)	285-6	298-6
256-7	214-1	Smaller Compan's (4)	242-1	255-7
231-0	178-0	Tokyo (4)	216-6	228-8
119-8	108-8	Deposit Pension (C)	113-8	119-9
355-5	282-2	Equity Pensions (C)	335-9	350-5
250-9	196-2	Fixed Int. Pen. (C)	209-5	250-4
126-5	109-4	Guaranteed Pen. (C)	116-3	122-8
106-7	93-5	Index-Link Gilt P (C)	99-8	106-2
785-0	660-9	Managed Pension (C)	743-8	783-0
263-5	241-8	Property Pension (C)	250-2	263-5
205-4	165-7	Spec Exempt Pen (C)	195-1	205-4

SCOTTISH AMICABLE INVESTMENTS

127-9	120-8	Cash	121-5	127-9
234-9	183-8	Equity	225-1	234-9
165-5	145-5	Fixed Interest	158-0	163-2
195-1	168-4	International	184-4	194-2
195-2	166-4	Managed	185-4	195-
126-4	118-6	Property	120-0	126-4

SCOTTISH WIDOWS FUND & LIFE

319-0	265-8	Invest. Policy Ser. I.	319-0	319-0
311-7	239-3	Invest. Policy Ser. II	295-1	311-7
307-7	258-2	Invest. PolicySerIII	292-3	307-7
167-5	157-8	Invest. Cash	159-1	167-5

SKANDIA LIFE ASS.

190-6	159-5	Equity Acc.	179-5	188-9
157-4	143-1	Gilt Plus Acc.	148-2	156-0
201-5	175-2	International Acc.	190-4	200-4
175-7	155-4	Managed Acc.	166-9	175-7

STANDARD LIFE ASSURANCE CO.

263-8	215-0	Managed Fund	250-6	263-8
326-8	252-7	Pen. Managed Fund.	310-4	325-8

SUN ALLIANCE LINKED LIFE INS.

390-2	334-1	Equity Fund	370-6	390-2
231-9	204-2	Fixed Int. Fund	215-3	226-7
245-0	190-9	International Fd.	233-7	236-0
302-8	240-0	Managed Fund	287-6	302-8
242-8	225-6	Property Fund	230-0	242-2
£32-75	£21-73	Intnl. Bond	—	£27-96

SUN LIFE ASS. CO. OF CANADA (U.K.)

387-5	306-1	Maple Leaf Equity F	—	368-8
557-6	456-9	Maple Leaf Growth F	—	557-5
328-8	274-7	Maple Leaf Man. Fd.	—	327-9
579-3	381-9	Pers. Pen. Plan.	—	579-3
208-4	176-8	Pension Man. Cap.	197-9	208-4
284-0	236-4	Pension Man. Acc.	269-7	284-0

SUN LIFE UNIT ASSURANCE LTD.

169-0	163-4	Cash	160-5	169-0
156-6	135-4	Distribution	139-2	146-6
438-5	338-4	Equity	416-5	438-5
192-0	171-2	Fixed Interest	177-0	187-3
243-2	202-5	International	228-0	240-1
326-8	273-8	Managed	310-4	326-6
206-0	189-7	Property	195-1	205-4

TARGET LIFE ASSURANCE

125-4	123-7	Deposit Fd. Inc	118-0	124-3
155-0	132-7	Fixed Int. Fd. Inc.	134-7	141-8
237-5	212-8	Gilt Pen Fd. Cap.	217-8	229-3
316-2	279-5	Gilt Pen Fd. Acc.	290-7	305-8
584-8	464-0	Man Pen Fd. Cap.	555-5	584-8
808-4	632-5	Man Pen Fd. Acc.	767-9	808-4
230-0	179-0	Managed Fd. Inc.	206-0	216-9
329-9	255-6	Managed Fd. Acc.	284-4	329-9
201-7	157-8	Ret. Plan Cap.	190-9	201-7
312-8	234-2	Ret. Plan Acc.	295-2	312-8

TEACHERS ASSURANCE

113-4	106-9	Cash Fund	107-7	113-4
119-1	104-2	Gilt & Fixed Int. Fd.	110-5	116-1
135-3	114-5	Managed Fund	129-6	135-3

TRANSINTERNATIONAL LIFE INS. CO.

421-1	358-7	Tulip Invest Fund.	399-4	420-5
296-0	253-3	Tulip Managed Fund	280-8	295-5
214-2	183-3	Managed Bond Fund	203-3	213-9
329-9	277-4	Managed Pen. Cap. (1)	313-7	329-6
425-5	353-3	Managed Pen. Acc. (1)	405-0	421-8
210-3	181-5	Managed Inv. Initial	199-5	209-9
243-9	208-7	Managed Inv. Acc.	231-5	243-6

TRIDENT LIFE ASSURANCE CO.

227-5	191-6	American	211-3	222-5
250-4	220-8	Fiscal	237-8	250-4
225-4	199-1	Gilt Edged	212-8	223-6
256-7	237-8	Growth Accum	231-7	254-7
108-8	99-0	Henderson Active	103-5	108-8
312-4	255-0	High Yield	296-7	312-4
179-9	153-5	International	169-5	178-5
257-8	222-8	Managed	244-8	257-8
307-0	267-8	Property	291-8	307-0
333-9	265-2	Pens. Equity Acc.	317-1	333-9
254-4	221-6	Pens. Gilt Edged Ac	237-3	249-9
346-3	295-0	Pens. Managed Acc	328-9	346-3
317-5	272-5	Pens Property Acc.	298-7	317-5
115-5	99-0	Perpetual Active	105-1	111-7
118-5	103-0	Swiss Bond Fund	108-0	113-8
82-0	76-3	Trident Bonds	67-3	72-3
269-4	225-1	U.K. Equity Fd.	255-9	269-4
115-4	107-2	Woolwich Fund.	109-8	115-4

TYNDALL ASSURANCE LTD.

191-6	185-0	Property Fund	—	191-6
247-5	221-0	3-way Fund	—	247-5

VANBRUGH LIFE ASSURANCE

199-5	189-2	Cash Fund	189-5	199-5
658-7	525-5	Equity Fund	625-7	658-7
301-5	264-9	Fixed Int. Fund	279-8	294-8
263-3	218-1	International Fund.	250-1	263-3
349-6	296-0	Managed Fund	332-1	349-6
251-3	223-7	Property Fund	238-7	251-3
429-6	322-4	Equity Pension.	399-5	420-6
267-6	225-5	Fixed Int. Pension	248-8	261-7
144-7	124-4	Inter MoneyPension	136-5	143-7
312-2	256-4	Managed Pension	296-5	312-2
217-3	201-3	Property Pension	205-7	216-5
11-25	8-44	Guaranteed Pen.	—	9-62

WARBURG INVESTMENT MANAGEMENT (IOM) LTD.

63-9	55-1	Merc. IOM Fund.	63-0	64-9
45-6	39-4	Merc. Intnl. Bond Fd	42-6	45-6

WINDSOR LIFE ASSURANCE CO.

327-7	275-0	Accum Pen Units	311-3	327-7
165-1	163-3	Flex. Inv. Growth	153-8	161-1
183-4	159-4	Investors Units	174-0	183-2

* Ex-distribution
† Based on offer prices.
W X Ex-withdrawal

SITUATIONS VACANT

Continued from Page 14

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Parpinelli Tecnon, leading consultants to the international oil and petrochemical industries, need a young graduate level chemist or chemical engineer at their office in Milan to join a team investigating international markets for petrochemicals, plastics and related products. Applicant should have experience of market and economic analyses in the chemical industry, the aptitude for establishing contacts at all levels in the industry, to ability to write technical reports in English, the confidence to present proposals and research findings in an articulate logical manner and the freedom to travel extensively. Fluency in a European language would be advantageous.
The appointment has an attractive remuneration package and good career opportunities. Reply in confidence with c.v. to F. K. Clements, 85, Guisborough Road, Nunthorpe, Middlesbrough TS7 0JS.

CHEMIST SAUDI ARABIA. Exp. of cleaning chemicals and Emulsion Polishes. Technical Sales support & Q.C. Graduates. Aged 25/40. Salary to £20K A.A.E. Single or married status. Write or phone John Evans 01-623 4656, Josephine Sammons Agency, 40 Fish St Hill, London. EC3R 6BR.

REPRESENTATIVES

A BRIGHT young person wanted urgently to sell new range of phone systems. In London area. Some experience necessary. Salary + comm. 01-935 9916.

A CAREER IN MEDICAL SALES

Vacancies throughout the U.K., with all the major pharmaceutical and Hospital Supply Companies for experienced Medical Representatives (under 35) and for Trainees (22-30) with a life science or paramedical background. To arrange a local interview ring now.
(0256) 55955 (24 hrs).
SUTCLIFFE SELECTION
46/48 Essex Road, Basingstoke, RG21 1TB.

A GENUINE UNIQUE OPPORTUNITY

For energetic and intelligent people to establish themselves in a highly rewarded career.
We are seeking to fill a number of positions in our City office and offer full training and support together with a generous pay structure related to activity not pressure! As a group of specialist, registered brokers we offer a comprehensive service to our clients.
Sales Consultants have the opportunity to take advantage of our large client base and our marketing strategy to develop their business potential.
Minimum expected earnings in the first year are £12,000 p.a. rising to a projected £18-£20,000 in the second year.
Telephone (business hours) 01-243 2420.
MARLOWE-SACHS

A GROWING AMBITIOUS company selling instruments to the construction industry, requires equally ambitious sales persons to join its sales team. Vacancies exist in most areas, working from local depots. Excellent salary plus incentives. Car provided. Usual benefits. Selling experience desirable plus useful determination to succeed. Send C.V. or tel. June Pearson, Hall and Watts Ltd. 266, Hatfield Road, St Albans, Herts. Tel.: 0727-56131.

A. NEW CHALLENGE £8K-£12K SALARY EARNINGS £20K-£30K + CO. CAR

Unrivalled opportunities exist to join a highly respected international company. The desire to achieve will be of greater importance than the knowledge of communications, as full product training is provided. Successful Sales Execs. that are currently achieving or exceeding targets, used to dealing at senior levels and show an ability to negotiate both long and short term sales within a commercial business environment will welcome this opportunity to become involved with the latest range of sophisticated communications equipment in an exciting and rapidly expanding growth industry. For immediate discussions phone GERRARD BRIDGLAL on
754 8466
G B COMMUNICATIONS Recruitment Specialists

ADVANCED TECHNOLOGY SALES
MIN £20,000

Several opportunities now exist for ambitious and dynamic sales executives to join a major American force in the field of advanced computerised graphics and imaging systems.
Following the successes of recent years their new product launches are planned to have a dramatic impact on the market and set new records. These positions will therefore grow and develop into new areas of responsibility as planned growth increases the company size.
Aged 24-35 you should be located in EAST LONDON/ESSEX, SURREY/HANTS, NORTHERN HOME COUNTIES and THE MIDLANDS and have a successful track record in selling computerised systems or office products to businesses.
A negotiable basic salary will be offered with a no ceiling commission plan which would produce minimum on target earnings of £20,000 in the first year. In addition a prestige company car will be provided with free private use and full business expenses. Also a contributory pension scheme, free life assurance and private medical care are included. Contact Mark Irvine on 01-938 1804.
IPP Marketforce, 20 Kensington Church Street, London W8 4EP.

AGENTS/ REPRESENTATIVES required by old established Finance brokers to market our Investment / Pension / Mortgage plans. Must be under 50. Full or part-time. Further details telephone 0424 436880.

ALL SALES ENGINEERS, electronics and mechanical. Free jobs list. All UK areas. Capital Appts. 01-808 3050.

ALL SALES SUPPORT

Our clients have retained us to find ALES SUPPORT PROFESSIONALS for a number of appointments.

BOS Support	£13K
Production Control	£13½K
Money Systems	£13½K
Data Entry Systems	£14K
Super Mini	£14K
Public Sector	£15K
Software HP3000	£15K
Ind. OMAC	£15K
Banking	£16K
Graphics	£16K
Dealing Systems	£24K

All these appointments carry major company benefits and the majority include a company car. If you are interested in any one of these positions or have a DP background and wish to move into a support role, please call Andrew Goodman or Nicola Moses on 01-486 8591 OGILVIE EXECUTIVE, Duke House, 37, Duke Street, London W1M 5DF.

AN APPLE A DAY?

Probably not, but sell the full range of Apple micros, and be on target for c. £18k+ p.a. London-based, you must be young (23+), well-educated, confident and be able to prove your sales ability. Some knowledge of micros and/or business systems would be of considerable advantage. Good basic + car + commission = £18,000 on target. Phone Graham Langley, quoting Ref: 104.
CLIFTON-DONKIN LTD. (Recruitment Consultants) TEL.: 01-930 9521 (24-HRS)

AN EXCELLENT opportunity for you to join a large national public company which is expanding into new and exciting areas. If you have the qualities to run your own business, with full support and financial help to get you started, and live in London or Home Counties ring Robert Harris on 01-491 0736 during office hours.

ARCHITECTURAL REPRESENTATIVES

Mellowes Metfab Limited, a member of the RTZ Corporation PLC, leaders in the design and manufacture of high quality purpose-made commercial aluminium and steel windows and curtain walling, have just introduced new products which are already making a major impact on the market.
Two additional Technical Sales Representatives, with strong Architect/Specifier connections are required for
(a) LONDON AREA
(b) MIDLANDS AREA
The appointment offers a remunerative package, based on salary and commission, designed to reward the successful plus company car, expenses, pension and share option schemes and conditions expected of a large international group.
Suitable candidates should contact:
John Kane, National Sales Manager, Mellowes Metfab Limited, Metford House, 15/17, Clipstone Street, London, W1P 8AE. Telephone 01-637 1935

ARE YOU TUNED TO CELLULAR RADIO?

The world market for mobile communications equipment will be £5,600 million.
O.T.E. c. £32K + CAR
We are looking for aggressive sales professionals aged 24/40 to meet this challenge.
The ideal candidate will have: direct speciality sales experience at major account level, a proven sales track record and previous professional sales training with a Blue Chip Company.
If you can meet these demanding requirements and require more information—contact us on: 01-940 4077.
STIRLING EXECUTIVE (Recruitment Specialists)

BUSINESS GIFT SALES EXECUTIVE

We currently have a vacancy for an ambitious self motivated person to sell business gifts to industrial companies in the southern home counties area. On target earnings of £15,000 p.a. and company car are being offered to successful applicants. Please write enclosing full C.V. to Anthony Becker, Prestige Advertising (Gift Novelties Ltd), Prestige House, 26 Park Royal Road, London, NW10 7JQ. Only applicants with experience in the business gift field and Allied Trades will be considered.

COMMISSION ONLY REPRESENTATIVES

required by Norbond Ltd. specialists in the field of epoxy resin maintenance repair systems. Full training and technical backup. Good rates of commission. Areas throughout UK negotiable. Please send full CV to Representative Recruitment Department, Norbond Ltd., Invicta Buildings, Sole Street, Cobham, by Gravesend, Kent. Interviews to be carried out locally end of February.

COMMUNICATIONS PRODUCT LAUNCH £15,000 BASIC £20,000 GUARANTEE £35,000 O.T.E.

From the solid foundation of nine years' digital communications success, our client is launching an exciting, new and exceptional datacomms range. You will be No. 1 in a sales-force dedicated to the task of ensuring its early and thorough penetration of the U.K. market.
To your own sales skills will be added the resources of a highly professional sales department and the technical expertise and support of a 14-man engineering team. The day of your arrival has been carefully planned, as has the success of the project.
Can you prove your ability to sell computer or communications products successfully? If the answer is "yes" call Tony Anderson right now on (0932) 41321 and quote TA199.
EXECUTIVE SCIENCES (Recruitment Consultants)

DISPLAY SALES

Realmbeath Display is expanding, and a vacancy has been created for a sales person to sell our POS display installation service.
Candidates will need experience of selling marketing services to national companies, and have a sound knowledge of at least one major industry that values a strong presence at the point of sale.
£10,000 + car + commission.
All applicants should write with full C.V. to:
Peter Hire, Display Manager, Realmbeath Ltd., 1, Gaylord Road, London, W12 9BY.

EXPERIENCED REPRESENTATIVE, Yorkshire, Humberside and North East. An exceptional opportunity exists for a full time Representative to join our sales force in the above area. We manufacture Lister and Charles Verey teak garden furniture and Rainbow gardening accessories which are well known and accepted throughout the UK. The successful applicant will sell into horticultural wholesalers and garden centres. The rewards for the right person include a good salary, company car, contributory pension scheme and medical insurance. Please forward full career details to Peter Bennett, Green Brothers (Geebro) Ltd., Hailsham, East Sussex BN27 3DT.

EXPORT SALES — EUROPE
c. £9,500 + CAR

We design and manufacture high quality office equipment and are regarded as a top exporter to Europe. Our business has doubled in turnover and profitability during the last three years. To continue our export penetration we need an individual capable of developing further profitable sales to Europe.
The preferred candidate, probably mid-20s, may be involved in export sales at present, though not necessarily in office equipment. Fluency in German is essential with French as a good second language. There is a high degree of travel involved. Career prospects are excellent and will appeal to people who are motivated by achievement. If you are interested, please send a c.v. showing salary progression to date to: John Mare, Export Sales Manager, Bisley Office Equipment, Queens Road, Bisley, Surrey. GU24 9BJ.

FASTENING INDUSTRY
c. £8,000 + Car, London/Home Counties

A new division of this international company, a market leader in high quality consumable products, seeks to recruit additional sales representatives in the above areas.
Previous experience of selling fastening products direct to industrial organisations is the ideal profile.
Aged 23-35 you should possess the necessary flair and commitment to succeed in a competitive market.
The company can offer outstanding opportunities for personal advancement, a competitive salary, commission and a company car. For further information, call James Conchie, quoting Ref: 103.
CLIFTON-DONKIN LTD. (Specialist Sales Recruitment Consultancy), Malcolm House, 12, Orange St., Haymarket, London. W.C.2. TEL.: 01-930 9521 (24-HRS)

KEY TO THE FUTURE FIELD SALES EXECUTIVES
Northern Home Counties Midlands
£9K to £10K, Package + Car + Prospects

DEVLIN ELECTRONICS LTD. part of the successful Bowthorpe Holdings Group, manufacturer and market keyboards and keypads and distribute switches, relays and connectors. Customers include companies in the Electronic Equipment, Computer Instrumentation and Telecommunications fields.
The business is in a rapid growth situation and wishes to appoint two Field Sales Executives to sustain the increase in turnover and capitalise on the commercial opportunities which exist.
Successful candidates are likely to be men or women with a knowledge of electronics and field or internal sales experience. In addition they will require the personal qualities needed to contribute to a small but very dynamic business. They will be offered an attractive package, a stimulating environment to work in and outstanding future prospects.
If you are interested or would like to know more, please contact in confidence: Martin Baker, Marketing Director, Devlin Electronics Ltd, 1 Sherrington Way, Basingstoke, Hants, RG22 4DQ. Tel. (0256) 22538.

FINANCE HOUSE SALES c. £20,000 INC

Able to market a full range of facilities.
01-833 3524
K P PERSONNEL AGY

GIFTS AND GREETINGS CARDS c. £15,000 P.A.

Following the successful launch programme PLAINTALK are expanding the sales team to meet the demand for their innovative products in the ever increasing GREETINGS CARD TRADE.
We require experienced sales people for the SOUTH WEST, MIDLANDS, SCOTLAND, and CENTRAL LONDON areas. Self motivation and determination are essential qualities for the positions which will be both challenging and rewarding for the successful applicants.
If you are looking for a career with a totally sales orientated company and are aged between 25-45, have experience in selling to the retail trade and are a professional in your field, please send resume of your career, to: Ken Dyball, Sales Director, Plaintalk Ltd., Tower Lane, Eastleigh, Hants. SO5 5NZ.

HAPPY NEW YEAR

Go for THE NEW APPROACH in MEDICAL SALES with FOCUS (INTERNATIONAL) CAREERS
Recruitment Consultants. 0666 840873 (24 HOURS).

HEALTH CARE MAJOR VENTURE

To £11,000 + basic + car.
We are assisting a large international health care company in creating a major new sales force, of already proven experienced representatives.
The products are established market leaders in the field of medical disposables.
Vacancies exist in: 1. South West Thames; 2. Yorks; 3. North East Thames; 4. West Midlands; 5. North West; 6. South West.
If you are seeking a real challenge and rapid career development this could be the company for you. For further details contact F. Maranelli, now on 01-831 6471 or 01-242 4266. Scientific Staff Agy.

HOW DO YOU FIND THE TOP JOBS IN DIAGNOSTIC AND SCIENTIFIC SALES?

Contact Talentmark, leaders in scientific recruitment!
We are currently handling many vacancies for trainee and exp. reps. throughout the UK, with basic salary up to £10,000. We could have just the job you're looking for, so call Chris NOW:
01-229 4214
TALENTMARK
scientific Recruitment, Freepost, London, W2 1BR.

INDUSTRIAL AUTOMATION SALES c. £16,000 BASIC + BONUS

S.W. or S.E. England. Major U.S. Co.
01-833 0665
K P PERSONNEL AGY

INSURANCE SALES

to £10,000 plus car. COM + CHEAP MORTGAGES All areas. Life ass. exp. req. For free vacancy list tel. CHASE PERSONNEL 01-588 6615

MEDICAL AND HOSPITAL REPS

Concerned about your future? With the many recent changes in the industry, it can be difficult to know how best to chart your career.
It's at times like these that you need to call on the assistance of a highly experienced recruitment consultant with whom you can discuss your career ambitions and objectives. Why not phone Colin Mackinnon in complete confidence, to see how we can help you:
01-229 4214
TALENTMARK
Recruitment Consultants 11 Westbourne Grove W2 4UA.

BREAK INTO THE FASTEST GROWING INDUSTRY EVER WITH COMMODORE COMPUTERS

The market for Home Computers has grown from £56m in 1981 to an estimated £450m in 1984 within the U.K. alone. Commodore is world brand leader and has an exciting product portfolio including the Commodore 64 (recently voted Home Computer of the Year), the new Commodore 16 and the new Commodore Plus/4 together with a full range of peripherals and software. Substantiating their position in the U.K. is a brand new production facility in Corby, Northants.

NATIONAL ACCOUNTS MANAGER

Based: Good Access to M1 or M6 Motorway.
Salary: Circa £15 000 negotiable.
Commodore are expanding fast and to keep pace with their marketing programmes they plan to recruit an experienced National Account Manager whose prime function will be to sell in a highly competitive environment. Distribution increases, maintenance of existing listings and profit protection will be key tasks in this very responsible role.
The successful candidate will most probably be in his/her late 20's to mid 30's with at least one year's experience of selling a major brand into significant national High Street retailers. Experience of controlling budgets and responding quickly and creatively to competitive pressures is a vital characteristic of this position. Naturally the candidate must be computer literate having a broad experience of home computers and the intellect to keep pace with the growth and innovation in the industry.
Suitably qualified candidates should write immediately to Michael Maule at Illingworth & Associates, Executive Selection Consultants, 2 Church Street, Burnham, Bucks SL1 7HZ quoting Ref: KC/1967. Tel: Burnham (06286) 64051.

NATIONAL ADVERTISING COMPANY require Professional Salespeople. Preferably experienced. Secured high remuneration, renewals, ongoing business. Car provided for proven ability. Phone the Sales Director on (0327) 703509 (reverse charges) after 2 p.m.

OCT. '79 I changed career direction, now I earn a high 5-figure income & fly my own aircraft. I need sixes people aged 23-40. Terry Hiscock 01-631 1480 or Stephen Guest, Luton 32112.

PROFESSIONAL SALES OPPS

C. £18K — Micro Computers. Hants based. Leading dealer for 'Apricot' micro. 25-35 years of age. Exc career opp.
C. £10K — Ind. Consumables. Repeat business. Full training. South Eastern opp. Territories Beds/Northants, Berks, S. London, W. London.
Tel. BENTLEY EXECUTIVE EMPLOYMENT on Leighton Buzzard (0525) 383273.

REGIONAL SALES MANAGER

Ecophon International is a successful company which manufactures and markets a range of innovative sound absorbing ceiling and wall products. Expansion has created the need for a Sales Manager to cover the Northern region.
Probably in your late 20's or 30's, you will have had experience of selling and negotiating with architects and contractors. Reporting to the General Manager, you will be responsible for developing and expanding sales in the Northern region. Self motivation coupled with the capacity to assume a key position are of course essential.
A high basic plus a performance related bonus will provide initial earnings of circa £12,000. In addition, a quality company car, expense account, pension scheme, private health care and the on-going personal and career development associated with Ecophon International.
Applicants, male or female, who feel they have the requisite skills, experience and qualities should apply in writing to Stephen Jackson, Mercuri Urval Ltd., 1 College Road, Harrow, Middlesex, HA1 1YZ, quoting reference number: 505.

REPRESENTATIVE
Surrey, Sussex, Hampshire and Dorset.

Sternstat Limited, distributors of Gena, Verbatim and Dysan products are looking for a highly motivated representative to cover the above areas.
We have an exciting, ever increasing product range — we sell to the trade: to stationers, machine specialists and micro dealers.
We offer excellent remuneration, a prestige car and the benefits to be expected of a fast-growing highly successful company.
If you have experience in the stationery machines field and would like to join a growing company, please contact: Mr R. J. H. Stern or Mr B. T. Astley — 9, Watkin Road, Wembley, Middx. Tel. 01-900 0255.

SALES AND MARKETING EXECUTIVE, salary c. £12,000 p.a. + car, to join an expanding, profitable and well established sales organisation, to promote and sell a new range of products to industry. Applicants should have proven sales background and experience or qualification in marketing. Opportunities for career development are excellent. To apply and/or obtain full details, write or telephone: Morgan Recruitment and Selection, 58 Museum St., Ipswich, IP1 1HQ. Tel. 0473 54303.

SALES ENGINEER

Surrey. £7,500 to £8,000 a.a.e. with realistic opportunity for substantial advancement and with excellent conditions of employment.
If you have a mechanical or electro-mechanical engineering background: ONC/TEC Cert/apprenticeship or A level sciences; and any sales support or sales office experience; are in the age range 21-28 (m/f) then our client will be interested in talking with you.
They are a major company supplying to the defence, industrial and commercial markets. After initial training and familiarisation you will enjoy a developing career in a wide variety of applications, with the opportunity to travel throughout the U.K.
Please discuss your interest further by phoning or sending your C.V. to: Roger Hoyle, MECI, Adsell Confidential Recruitment, 4, Windsor Street, Uxbridge, Middx. UB8 1AB. Tel. 0895 56501 (8 a.m.-9 p.m.).

SALES CONSULTANTS. Earn in excess of £20,000 p.a. and be your own boss. GKD manufacturers of fitted bedroom furniture with showrooms in London, Home Counties and South East require experienced self starters who can expect high earnings through qualified leads and appointments. With the backing and training of a Company established over 20 years, all you need is the ability to sell effectively, a car and a telephone. Tel. Derek Steels on 01-515 5161 or write to GKD Ltd. Lanrick House, Lanrick Road, London, E14 0JF.

SALES EXECUTIVES

We are leading suppliers of choice, glass and silverware, to the Hotel and Catering Industry and, with our continued expansion throughout Great Britain, we are extending our already successful sales team.
Candidates with strong attributes in selling and presentation should be experienced Sales Executives who can claim an outstanding achievement record at senior level.
An attractive remuneration package to include basic salary commission and company car is offered.
Write with full c.v. to: The Personnel Manager, Chinacraft Group, 139 Barlby Road, London, W10 6BW.

SALES EXECUTIVES
£10K + EXPENSES + CAR +

Our Company, the World's Leading Publisher of Business Information, is seeking an ambitious self starter to join the highly successful Kompass Team selling advertising and information at top executive level throughout industry.
Ideally aged 22-35, applicants will probably be resident in the HOME COUNTIES (willing to travel throughout UK) and preferably have some sales experience into industry and/or commerce.
We can offer:
First class training
Genuine career prospects
Excellent remuneration
Tip top pension
All expenses, Co. car.
If you are determined to succeed tel. now on 0342 314665 for an application form and speedy interview, or write Janet Thompson, KOMPASS PUBLISHERS LIMITED, Windsor Court, East Grinstead House, East Grinstead, West Sussex, RH19 1XA.
A REED INTERNATIONAL COMPANY

SALES EXECUTIVE
KENT—SURREY—S LONDON £10,500 + CAR + P.P.P.

We are the U.K. Division of a major Company manufacturing products under a recognised brand name for the building and commercial markets.
This is an excellent opportunity for you to develop your career selling to a wide variety of accounts in the building, refrigeration, glass and allied markets. You will be fully involved in price negotiation and specification of product.
If you are a mature salesperson aged 25-38 yrs with experience of our markets or trained in F.M.C.G. phone for a local interview, in confidence (8am-8pm) any day quoting Ref: MT/511 to our advising consultants:— John Barnes & Associates, 114 New Bond Street, London, W1Y 9AB. Tel.: 01-493-0982

KIMBERLY-CLARK
SALES PROFESSIONALS

. . . is your reputation as good as ours?
KIMBERLY CLARK are a major "blue chip" company whose innovation in the development of soft tissue paper products has made them a household name with leading brands such as Kleenex* Tissues. Likewise, the Industrial Sales Division is held in high regard throughout the manufacturing, commercial and service sectors for its continued product development, service and quality. It is in this division that we are currently recruiting a sales representative for:
ESSEX & EAST LONDON
The successful candidate will be selling industrial wiping products to the manufacturing field. Operating in a consultancy capacity, you will advise major users on their requirements and arrange after sales service. However, you will also need to research your territory and develop new business.
Applicants aged 25-35 (m/f) should be well educated, immaculately presented, and able to demonstrate their intelligence and maturity by a successful track record in a business environment. Experience of selling to industry or commerce would be an advantage, and candidates with FMCG experience will also be strongly considered.
Rewards will take the form of a good salary and an lucrative bonus scheme and a 1600 L car. You can also expect big company benefits which include pension and life assurance schemes and free BUPA. However, suitable candidates will primarily be attracted by the chance to join a company of this standing who can offer professional training and career opportunities.
Interested?—Then phone Roger Nichols on 01-979 8261. 118 Station Road, Hampton, Middx. TW12 2AL.
*Registered trade mark of Kimberly Clark Corporation.

SALES OPPORTUNITIES NATIONWIDE
STARTING £6,850 + COMMISSION + CAR

If you are self motivated and looking to join a National Public Company selling products synonymous with the construction industry and which lead the market READ ON!
Our nationwide sales force is expanding and we are now looking for ambitious sales executives aged 25-33 to fill key positions throughout the U.K.
We offer:-
Starting salary £6,850 increasing to £7,990 on reaching senior level.
Attractive commission/bonus scheme.
Company car.
Established territories with existing and potential accounts.
London weighting as applicable.
Continuous product and sales training.
Free life assurance, company pension scheme after qualifying period.
Write today with full C.V. to:
DOM HOLDINGS PLC
P.O. Box 6, Royston, Herts SG8 9JJ
Quoting Ref. No. NAT 185.

SELL EXTENDED WARRANTIES to the motor trade. High commission earnings with weekly repeat sales. Lucrative territories available. Ring Ray Lenik on 0945 467511.

SENIOR REPRESENTATIVE BUILDING PRODUCTS

Our client is a small, well established producer of prefabricated house-building components, based in Lancashire.
They require a senior representative with a house-building industry background and experience of selling to Local Authorities, Building Contractors and Architects.
The area comprises Greater London, the Home Counties and East Anglia.
Effective development of this prime territory could quickly lead to Field Sales Executive responsibility for Southern England.
Negotiable salary, commission, car, business expenses, pension scheme.
Please write/phone for more information and application form to:
G. Guiser, Director, Harmon Management Consultants Ltd., 342 Birmingham Road, Walsall, West Midlands, WS5 3NX. Telephone: 0922-24753.

SALES REPRESENTATIVE — PACKAGING

We require a Sales Representative in the Glos/Warwick/Worcester/Hereford/W. Midlands Area. Experience in the Packaging Field is preferable, particularly in relation to Corrugated/Solid Fibreboard Cases and General Packaging Products. The person appointed will be expected to service existing accounts as well as obtain new business in this well established area. Career prospects are excellent with a good salary. A company car is also provided, and you would be eligible for the company pension scheme after two years' service.
Please write to: Mr C. Cook, General Sales Manager, Giltspur Packing Supplies Ltd., Salisbury Road, Totton, Southampton SO4 3YR.

SELF-MOTIVATED? SELF-CONFIDENT? SELF-EMPLOYED?

Then you can earn at least £25-£50,000 in commission selling a prestige energy conservation product to businesses in Greater London. Experienced sales people will receive full product training and marketing support.
Apply Mr Draper, Forcom Energy Systems, 01-555 5437.

START the New Year with a new career. We have a happy group of self-motivated people who are enthusiastic, determined, and earning a small fortune. Until recently they had nothing except ambition. If you have the same, and think you are worth more than your present income, telephone James Cannell on 01-499 9070.

TECHNICAL SALESMEN
SL-1 EXPERIENCE
c. £15,000 TAX FREE + BENEFITS

Able to demonstrate a successful record of selling PABX and Key System Digital Technology, with a good knowledge of Northern Telecom product portfolio.
This position is for a 12 month period on bachelor status with free food and accommodation, generous leave entitlement, plus a wide range of benefits.
To arrange an early interview, write with details of career to date to:—
BB Services, PO Box 53, DORKING, Surrey, RH5 4YY.

TECHNICAL SALES REPRESENTATIVE
The Greater London Area
Durapipe

We are leading manufacturers of high integrity thermoplastic pressure pipework systems with an enviable reputation for quality and reliability in the market place.
Due to expansion, we have a vacancy for a Technical Sales Representative to cover the Greater London area. The products are primarily stocked by a national distributor network and sold throughout industry. The job entails naming specifications and sales for Durapipe products and supporting and motivating the local distributors.
Candidates should have a good general education, with preferably a technical background. Selling experience would be an advantage, but is not essential, as full product and sales training will be given. What we really want is an intelligent, ambitious and enthusiastic person, probably in their twenties, who is looking progress made is a direct result of their own efforts.
There is an attractive salary, car and other benefits. Initial interviews will be held locally.
For an informal discussion or Application form please telephone 0543 79909 or write to The Personnel Department, Glynwed Thermoplastics Limited, Durapipe, Walsall Road, Norton Canes, Cannock, Staffs, WS11 3NS.

TIMBER PRESERVATION AND DAMP PROOFING SURVEYORS
GREATER LONDON AREA

Due to expansion and internal promotions we have an immediate requirement for two experienced surveyors, with senior management opportunities for suitably qualified candidates. Salary range—£8,000-£10,000 plus. Contact D. E. Nubel, VX Services, 11, Guildford St., W.C.1. 01-242 4251.

TOP SALES STAFF

We are a growing British cleaning chemical company. Established for 10 years, now starting the next phase of our planned expansion programme in the following areas: Local Authorities, Industry, Hospitals, Transport, Builders, Catering, Airports, Food Processing and Breweries. We have a fully tested range of competitively priced products. A prime requirement in the plan is to establish a fully experienced team of sales staff, with established contacts, who can make things happen fast. If you are already in the business we want to hear from you. An excellent package of salary/commission/bonus is on offer together with a company car. WE ONLY WANT THE BEST and if that is you then write in confidence to the Sales manager, Sovac Chemicals Ltd., Millwall Wharf, Manchester Road, London, E.14. 01-515 7370

TOP CLASS AGENTS. Established agents required in most areas, calling on builders, architects and Local Government, to cope with enormous inquiries for nationally featured new British invention. Write to Dri'Sol Technics Ltd., 107 Picton Road, Liverpool L15 4LF.

TRAINEE REPRESENTATIVE (BATHROOMS)
(Greater London)

Can't achieve your ambition to sell because you have no sales experience? Or seeking to spread your wings in a more challenging sales organisation?
Either way, this vacancy will represent one of those all-too-rare opportunities.
Expansion of our sales force (to remain in the forefront) enables us to offer this first rung on the sales career ladder.
You will receive thorough product and field training and full support. You may be surprised at how soon you cease to be a trainee and are allocated your own "patch."
Customers comprise builders' merchants, plumbers and specifying authorities. You will be selling bathrooms — vitreous china sanitary ware, acrylic baths and stylish brass fittings (taps, showers, etc.).
To find out more, please apply in writing giving sufficient details of yourself to secure an interview. Applicants (of either sex) should write to I. F. Fielding, Personnel Director, Ideal-Standard Ltd., P.O. Box 60, National Avenue, Hull, HU5 4JE, quoting Ref. 84/31.

WANTED NOW: Commission Agents selling exclusive pet accessories in North Thames, Midlands, Merseyside/Manchester and Wales/Avon. Phone Hastings 715012 days, 434553 nights.

c. £17,000

Immediate vacancies in the London area for professional sales persons who have successfully sold financial systems at Board level.
High salary, generous guaranteed commission, liberal expenses, company car.
An exciting career selling to a massive market.
Main national experience preferred, but ambitious, money motivated people with a lot of adrenalin considered. Call Vic Reeve, 01-549 1377.

£10,000 + CAR, guaranteed first year. £16,000 expected within 3 years, but no limit. Superb and unusual opportunity for creative salesman to develop lucrative London territory for this major loose leaf binder manufacturer. Write briefly to Personnel Manager, Cakebread's, 42 Hoxton Square, London, N1 6PB.

3 SENIOR REPRESENTATIVES
LONDON AND HOME COUNTIES AREA
Electrical Repair— Building Services Maintenance c.£10,000 + car

One of Britain's leading electrical motor rewind companies seek 3 representatives to cover:
(a) London and Essex area;
(b) South London, Sussex and Surrey area.
Candidates should have a knowledge of the property market and electrical/mechanical maintenance and repair service. Preference given to candidates who live on or have easy access to territory. Must hold a clean driving licence, be a good communicator and planner.
Aged between 28-40, candidates should have a proven selling record.
Benefits include: good salary to be negotiated from £9,000 p.a. depending on experience. Company car, free BUPA, contributory pension scheme with x 4 life cover insurance, 5 weeks' holiday.
We have prepared a comprehensive job specification and client profile which we shall be pleased to send to suitably experienced candidates. In the first instance, please phone Beverly Nazmi on 01-524 1044 quoting Ref. 777 JDA, or write in confidence to Trojan Engineering Services, Forest House, 166-168 Station Road, Chingford, London, E4 6AN (Agy).

PRINTING AND JOURNALISM

TRANSPORTATION JOURNALIST

A position exists with Containerisation International, the world's leading monthly magazine specialist in the field of Maritime Container Transportation. The ideal candidate will combine experience in the Container Industry with the necessary writing skills to become a productive member of a small, London-based writing team, working under considerable pressure. He or she will be expected to undertake research assignments anywhere in the world, usually of around two weeks duration, and be confident to interview top management and specialists in the Container Industry. Examples of current written work should accompany applications for interview.
Please write with details of present salary and availability to:
Beverlie Flower, National Magazine House, 72 Broadwick Street, London, W1V 2BP.

SHOPS & STORES

OFF-LICENCE MANAGER. Leading Chelsea shop requires experienced knowledgeable manager. 01-589 3585.

HOTELS AND CATERING

STUDLAND BAY, DORSET
London 2½ hours

All the action of Britain's top family hotel. Employment in most departments from 25th March to 20th October. Experienced Reception/Office staff required from 11th March. Previous hotel experience not necessary. Single rooms, good food, beautiful location. Write with details and s.a.e. to Staff Controller, Knoll House Hotel, Studland, Swanage, Dorset, BH 19 3AH.

SITUATIONS WANTED

YOUNG BUILDER having specialised in the renovation and maintenance of domestic and commercial properties seeks supervisory position with company / hotel group / similar. 0252 714630.

The Design and Engineering Office at Spa Road, Bolton, is part of the Hatfield/Lostock Division, which is the centre for the air launched weapon systems of British Aerospace Dynamics Group.

The facility provides a stimulating environment where investment both in terms of human resources and advanced technological equipment is at a very high level. An integrated network system for linking mini computers with an IBM mainframe at the Hatfield site is currently under development and extensive use is already made of CADAM work stations and mini computers.

ELECTRONICS AND SYSTEMS ENGINEERS

are now required in the following areas:

AIRBORNE EQUIPMENT SYSTEMS DESIGN

Systems Engineers to establish specifications for new airborne equipment such as missile power supply and control systems and particularly to link aircraft and missile computer systems.

Electronics Engineers to translate the above specifications into actual circuit designs and to develop the product through ground and flight trials into production.

TEST SYSTEMS

To ensure that today's sophisticated missile systems perform to specification, equally advanced Automatic Test Equipment, simulating strict operational conditions, has to be continually developed.

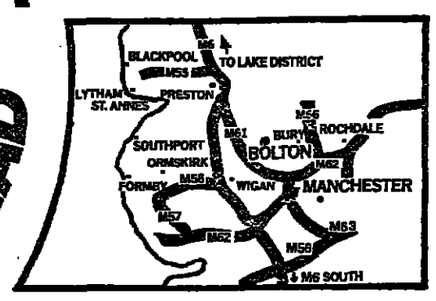
Electronics Engineers to design and develop computer or microprocessor based automatic test equipment; to create and prove software programmes; to establish hardware interfaces between new products and test equipment, and to appraise test equipment for production use.

POST-DESIGN SUPPORT ENGINEERS

The establishment and maintenance of essential links between design, production, and the end-user, requires Engineers with considerable practical experience — this may well have been gained in a Services environment — coupled with an ability to 'get on' with Engineers in all disciplines.

The positions offer excellent conditions of employment with a contributory Pension Scheme which affords free Life Assurance.

Located in Bolton, the Spa Road Design Office is close to the M61, providing excellent motorway links to all parts of the country, and is ideally situated for access to the Lancashire Coast, Lake District and Yorkshire Dales.



The Bolton area enjoys the advantage of relatively low cost housing and relocation assistance would be considered for successful applicants.

Ideally, candidates should be experienced Engineers with a recognised qualification.

People who wish to apply for these positions should write giving brief details of experience and qualifications to:— Mr. J. Penlington — Personnel Officer, British Aerospace PLC, Dynamics Group, Bolton Design and Engineering Office, Spa Road, Bolton, BL1 4SS. Quoting Reference D.T. 1.

BRITISH AEROSPACE

BRITISH AEROSPACE
DYNAMICS GROUP

REPRESENTATIVES

Are you a successful sales representative who would like to exchange commission based income for a secure career and employment package?

We need people who can be trained to sell our range of Instalment Credit Services to businessmen in the areas based on our Bradford, Sheffield, Northampton and Wolverhampton offices.

Our salary bands spread from £8450 across three representative grades to £13,500 and are supplemented by a profit-sharing scheme, and other long-term benefits which include staff house purchase and loans at preferential interest rates — after qualifying period, non contributory pension, life assurance scheme and more.

We want our salespeople to aspire to the management opportunities that will arise.

So if you are aged at least twenty-eight with an impressive record of achievement and self-motivation in selling behind you, come and secure your future in finance.

Write or phone for your application form to:-

Neil Sternbach,
Manager — Personnel Selection,
Yorkshire Bank PLC,
20 Merrion Way,
Leeds LS2 8NZ.
Tel: Leeds (0532) 441244.

Yorkshire Bank Finance

OAKITE LIMITED
SALES REPRESENTATIVES

We are a well established international Company, manufacturing and marketing a comprehensive range of cleaning chemicals for the food, brewing, bottling, metal and general industries.

Due to expansion, we now require 5 additional sales representatives to market our range of cleaning chemicals in selected areas throughout the United Kingdom.

Applicants age range ideally between 25 and 40, have some selling experience in one or more of the areas detailed above, sufficiently motivated to attain the high standards of life style enjoyed by our existing sales people, wants a career with a forward thinking, fast growing Company, who in return will receive a guaranteed salary, commission, 1600 cc British car, and the usual fringe benefits associated with successful companies.

Apply in first instance enclosing CV to:

Miss S. Raynor
Personnel Department
Oakite Limited
West Carr Road Industrial Estate, Retford
Notts DN22 7SN

OAKITE

ENGINEERS

AUTOMOBILE COMPONENTS

£28K to £60K Reach for the sky in New York

Our client, Standard Motor Products Inc., a public company, is a leading US manufacturer of automobile replacement parts. They employ 2500 personnel in various locations, have well established products and a national distribution network supporting sales of over $240 million.

Based at Long Island City, New York, the company offers exceptional career prospects and a high standard of living. In addition, the natural beauty of New York State, the Atlantic Coast and the attractions of nearby New York City provide outstanding family recreation facilities.

The Engineering Team responsible for improving manufacturing processes and developing new products has openings for qualified engineers. The positions require a degree and at least 5 years' experience. Familiarity with manufacturing high volume durable goods would be an advantage.

Director of Manufacturing

Responsible for manufacturing operations in an 800 employee plant. Requires extensive experience at a senior level in manufacturing high volume, hard goods including machinery selection, tooling, processes, materials and operations.

Manufacturing Engineers

With backgrounds in electronics or manufacturing processes using metals, plastics and rubber materials.

Senior Industrial Engineers

To develop electro-mechanical manufacturing methods and efficiency. Positions are to group leader level. Previous IE experience essential.

Senior Project Engineers

To develop automotive electro-mechanical devices including carburettor valves, fuel injectors or exhaust oxygen sensors using prior indepth experience in these areas.

Quality Assurance Supervisor

Responsible for overall QA engineering function, systems and procedures. Requires 10 years' experience in durable goods manufacturing.

Senior Electronic Engineers

With background in ATE in automated assembly operations or product development of electronic automotive products. Familiarity with electronic component specifications necessary.

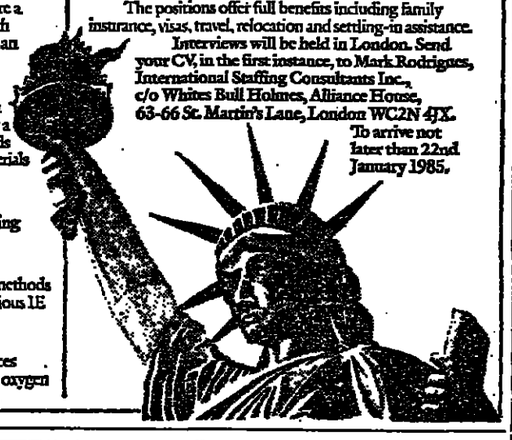
Product Designers

To design electronic automotive products using PC design, hybrid layouts, stamped, cast and moulded parts.

The positions offer full benefits including family insurance, visas, travel, relocation and settling-in assistance.

Interviews will be held in London. Send your CV, in the first instance, to Mark Rodrigues, International Staffing Consultants Inc., c/o Whites Bull Holmes, Alliance House, 63-66 St. Martin's Lane, London WC2N 4JX.

To arrive not later than 22nd January 1985.



1st choice for Merchandisers

If you are in retailing, you know of the Burton Group's formula for successful growth, challenging profit targets, and recognition for high achievers.

Top Shop, Peter Robinson and Top Notch offer exciting and challenging career opportunities for merchandising talent which can be fully potentialised in a fast-moving fashion environment.

Our merchandisers are required to be highly numerate, analytical and reactive to trends. They are responsible for the financial planning and budgetary control of a specific product area using an entrepreneurial approach to maximise both sales and profitability. Using computer-based techniques, they are responsible for the effective distribution of their stock with a team of support staff.

Probably aged 25-35, successful candidates will have an established track record in a centralised buying and merchandising operation.

Salary ranges from £12,000-£18,000 depending on calibre and experience, with an attractive benefits package including company car, substantial bonus scheme and generous staff discounts.

Please write with personal and career details to: Gill Gibson, Senior Personnel Officer, Top Shop, 214 Oxford Street, London W1A 2LP.

TOP SHOP

SALES ENGINEER

IS THIS OPPORTUNITY PURPOSE-BUILT FOR YOU?

We're seeking a capable, dynamic Sales Engineer for a small, autonomous Business Group of Imperial Chemical Industries plc. The business—a market leader in the design and manufacture of purpose-built industrial equipment—is growing fast and offers excellent prospects to the right man or woman.

Responsibilities will centre on the negotiation and securing of contracts, including the identification of new business opportunities and liaison with technical design and project management teams. The potential customer base will be UK manufacturing and process industries.

As you'd expect, selection criteria are high. You must be aged 25-35, with a degree or equivalent probably in an engineering or related discipline. A demonstrably successful record of sales in an industrial or capital plant environment is essential, as are well-developed communication skills and strong self-motivation. Location? You'll be working from home, covering the Midlands and Southern England.

You can look forward to an attractive salary, company car and after a qualifying period to profit sharing and other bonuses. The generous benefits package also includes relocation assistance, where appropriate.

If you're confident that you can meet the requirements, please write enclosing a full c.v. to Mr. B.J. Wood, who is advising the company on this appointment.

ARA International, 17-19 Maddox Street, London W1R 0EY (AGY).

ICI Imperial Chemical Industries PLC

Manufacturing Management

... in a jobbing shop environment to £16,000

As suppliers of large, specialist fabrications to the electricity generating industry, defence, process engineering industries and capital equipment manufacturers this internationally recognised company has to respond positively in a demanding, high technology environment. To cope with expansion it is now necessary to introduce two talented and ambitious Manufacturing Managers into key production areas.

Assembly and Fabrication

Aged 30 to 50 and educated to at least HNC level applicants will have spent several years in manufacturing preferably building special purpose machines and with some experience of machine shop management.

They should be strong characters with a trade type background used to managing in a unionised environment. Exposure to QA in the nuclear or military fields would be helpful but is not essential.

Production Services

Essentially, experience should have been gained in a "one-off" or jobbing environment. Responsibility is for production engineering, pre-production planning, defining specifications for sub-contract manufacture and monitoring output. Additional duties will include providing the input for the preparation of estimates and tenders. Above all candidates must be respected engineers with the ability to influence change; often in a complex IR situation.

Both posts provide challenging work with scope for advancement and personal development. Salaries are supplemented by a range of benefits. Location is Greater Manchester.

Applicants should write with full c.v. quoting Ref: AR/055, to March Personnel Services, 33 King Street, Manchester M2 6AA.

MARCH
PERSONNEL SERVICES

SALES PROFESSIONALS

BREAK THE £25,000 BARRIER

£24,000 or OTE is the minimum our sales professionals should make. And there is much more available for people who are prepared to go out and get it. Which is precisely the sort of person we want.

KIS is a world wide premier manufacturer of technologically advanced consumer products such as the one hour photo processing minilab – a highly reliable easy to operate system designed to enable high street retailers to profit from the photo boom. We are currently seeking sales professionals in their early 30's to develop the UK market. And, as we will be selecting the creme de la creme from our sales teams to become our future managers and executives, the promotional prospects are as attractive as the earnings potential.

If you have the presence and the confidence to present our concept and products and close the sale, phone now on: 01-627 4000 or send your CV to ref: DTS, KIS, Nine Elms Lane, London SW8 5BA.

KIS PHOTO

Where Success Develops Instantly

Estimating Engineers

Join one of the world's leading petrochemical/process plant contractors

Following promotions and an increase in our workload, Foster Wheeler seek to engage Engineers who can match the experience and quality of our present estimating team.

These positions, some of which are at senior level, call for engineers who can respond to the demands and pressures of proposal and contract estimating in a long-term, challenging role.

Preferably with an HNC or equivalent qualification, the ideal candidates will have a good engineering background and experience within the process plant contracting industry. However, candidates having considerable estimating experience, but who do not hold formal qualifications may be considered.

We are offering attractive salaries and a wide range of benefits including flexitime working; premium paid overtime; season ticket purchase scheme and a friendly atmosphere in the pleasant working conditions of our air conditioned offices opposite Reading station.

Please send a full resume or telephone for an application form to Rosemary Manning, Personnel Department, Foster Wheeler Energy Limited. Foster Wheeler House, Station Road, Reading, Berks RG1 1LY. Tel: Reading (0734) 585211 ext. 2434.

FW

Foster Wheeler Energy Limited

هكذا من الأصل

HAY-MSL SELECTION & ADVERTISING

HAY-MSL Selection and Advertising Limited · 52 Grosvenor Gardens · London SW1W 0AW · Tel: 01-730 0833
City: 01-236 5354
HAY-MSL Selection and Advertising Limited is a member of the HAY-MSL Management Consultants Group. Offices in Europe, the Americas, Africa, Australasia and Asia Pacific.

Birmingham 021-643 6234 • Bristol 0272-276617 • Edinburgh 031-225 3307 • Glasgow 041-248 7700
Leeds 0532-454757 • Manchester 061-834 2425
All posts are open to men & women.

Production Manager

SOUTH EAST: TO £18,000 AND CAR

A key role in volume manufacturing

HAY-MSL MANUFACTURING

Part of a "blue chip" British Group, this £9m. turnover company is an acknowledged leader in its field and poised to capitalise on exciting new developments in the market place where product quality and customer service are critical.

Controlling a team of 250 on 4 sites you will manage all production planning and control, manufacturing and production engineering for a £6m. profit centre employing volume and small batch production methods.

Aged 28 to 40 and a graduate mechanical/production engineer you will have at least 3 years' front line production management experience in volume manufacturing ... and be ready to play a full role as an important member of the business management team.

Salary for discussion as indicated. Car and usual big company benefits include costs of relocation to a pleasant rural base where appropriate.

Please write – in confidence – to John Hodgson ref. D.18309. HAY-MSL Manufacturing, 12-18 Queen Street, Manchester M2 5HS.

Young Marketing/Business Graduates

AYLESBURY BASED

Market solar power systems . . . worldwide

BP Solar Systems Limited

We are a successful and expanding organisation, part of the BP Group, operating internationally in the field of solar photovoltaic power, a key energy source of the future. These are opportunities to influence the development of a new international business early in your career.

You will join a small, young and very busy team which is providing marketing support for our sales force and business associates worldwide. You will be given early responsibility for co-ordinating our marketing for specific applications or territories. This will involve analysis, planning and implementation. You will also be involved in some sales activities with consultants and original equipment suppliers in the UK. Some overseas travel will be involved.

Probably in your early to mid twenties, you must be educated to degree level preferably in marketing or business studies. A knowledge of French and/or Spanish would be an advantage, as would the ability to absorb technical information readily.

Salary is negotiable depending on age and experience. Benefits are excellent including assistance with relocation expenses, where appropriate.

In the first instance, please write or telephone for an application form, quoting ref. D.8 to Carla Watts, The British Petroleum Company p.l.c., Britannic House, Moor Lane, London EC2Y 9BU. Tel: 01-920 7289.

BP is an equal opportunity employer.

Export Sales Manager – France

BASED NORTH LONDON

Automotive Components/Accessories

£18,000 ON-TARGET EARNINGS + CAR

HAY-MSL MANAGEMENT SELECTION

Our client, a private company with a reputation for product quality, innovation and strong technical support, exports around half its production. Plans are being implemented to focus future export sales and marketing effort on selected countries including France.

The challenge is to strengthen and widen commercial relationships with vehicle manufacturers and importers, while at the same time developing promotional programmes with the accessory aftermarket, particularly the hypermarket chains. Up to half the year will be spent in France.

You must be an export sales executive who has sold to store retail outlets and the motor trade and contributed to marketing and product strategy. Business fluency in French is essential, as is high stamina and resilience. It is probable that you will live within commuting distance of North London.

Basic salary of £12,000 will be supplemented by a performance-related bonus. Other benefits include company car, contribution to private health scheme and, after a qualifying period, retirement benefit scheme.

Please write with full career and salary details – in confidence – to Peter Evans ref. D.49271. HAY-MSL Management Selection, 52 Grosvenor Gardens, London SW1W 0AW.

Training Manager

SURREY: ATTRACTIVE SALARY + CAR

MMB MILK MARKETING BOARD

The Milk Marketing Board, the dairy farmers' organisation of England and Wales, seeks an experienced Training Manager to lead a small team, providing a total training and management development service to about 3,000 management, specialist and field staff.

You must be educated to degree level, with experience at a senior level, preferably including psychometric testing, assessment centres and computer-aided training.

Please write with full details to G. Annels, Personnel Manager, Milk Marketing Board, Thames Ditton, Surrey KT7 0EL, or telephone 01-398 4101, ext. 2340.

Sales Manager – Aluminium

c.£14,000 + CAR

HAY-MSL MANAGEMENT SELECTION

... to be responsible for sales of around £6m., largely in the Midlands, for this highly successful private UK group specialising in the stocking and distribution of aluminium and other metals.

Prime tasks will be the management and motivation of ten sales people, identifying new outlets and implementing market strategy and sales administration systems.

Candidates should be aged 30 to 40 with a strong record in industrial selling and sales management with an ability for leadership and motivation.

Location Birmingham.

Please write – in confidence – to David Dodd ref. D.17691. HAY-MSL Management Selection, 50 Queen Square, Bristol BS1 4LW.

Qualified Accountant

BRISTOL

Clerical Medical

Clerical Medical is a specialist life assurance and pensions Group which is noted for its financial strength and stability. The Society currently manages assets in excess of £2,000m. and is one of the largest mutual offices in the UK. We are now in an exciting period of major corporate development, witnessed by the recent highly successful launch of new Unit Linked products.

It remains an important part of our success that we operate well developed accounting systems in a climate of rising costs and increasing competition. Future plans and recent promotions have created an opportunity for a qualified accountant to join our accounting team.

You would initially work in the management accounting function, principally on costing and budgetary control, and you would also participate in the design and implementation of new accounting systems.

To be successful in your application, you must be able to demonstrate the ability to communicate well at all levels. It is likely that you will be between 24 and 30 and that you will have some experience of costing and budgetary control using computerised systems.

There is considerable scope for personal career development in the Society in this period of planned expansion. This post will attract an excellent range of benefits, including non-contributory pension and a staff house purchase loan scheme. Your remuneration package will be c.£11,500 depending on age and experience.

Please send full career details or telephone for an informal discussion: Mrs. S. Hawkes, Personnel Officer, Clerical Medical and General Life Assurance Society, Narrow Plain, Bristol BS2 0JH. Tel: Bristol 290566, ext. 471.

Young Business Graduate

SOUTH EAST: TO £15K

... to secure senior management succession

HAY-MSL MANAGEMENT SELECTION

Fundamental changes in the market are opening up very substantial opportunities for this company. An established market leader in its field, the business (t/o £9m.) is part of a "blue chip" British Group which has both the resources and determination necessary to expand further.

Reporting direct to the General Manager you will manage major marketing, manufacturing, finance and business strategy projects from inception to completion ... and all will be vitally important to the future prosperity of the business. Your success will secure a senior management appointment in about 2 years.

Probably in your mid/late 20's with an MBA or other appropriate business degree, you will have at least 2 years' experience in manufacturing industry and be able to show that you can get things done.

Salary for discussion to £15,000. Big company benefits include generous car scheme and costs of relocation where appropriate.

Please write – in confidence – to John Hodgson ref. D. 18302. HAY-MSL Management Selection, 12-18 Queen Street, Manchester M2 5HS.

Morgan Matroc Limited, leaders in technical ceramics, have the following opportunities in the NEW PRODUCT AND PROCESS UNIT at their Stourport headquarters site. Exciting new materials, products and processes are being developed – pushing ceramics technology beyond its traditional boundaries and constraints. Initial recruitment will be for ...

Ceramic Engineers

MATROC Leaders in ceramic technology

Whilst the preference will be for graduates aged around 25 to 35 with a relevant degree in ceramics or refractories, those qualified in materials science or metallurgy will also be of interest. "Hands-on" technical experience in the ceramics, refractories or related industry is essential, in either a development or production role.

These appointments provide a unique opportunity to contribute to the planned growth and success of Matroc, both in UK and overseas markets. An attractive salary will be backed by a range of large company benefits including relocation assistance, where appropriate.

Please write with brief, relevant details to: F. H. Trenchard, Morgan Matroc Limited, Bewdley Road, Stourport-on-Severn, Worcestershire DY13 8QR. Tel: Stourport (02993) 2271.

A member of the Morgan Crucible Company plc.

Sales Manager – D.I.Y. (f.m.c.g.)

£20K TO £25K

HAY-MSL CONFIDENTIAL ADVERTISING

Our client is a highly successful company in the D.I.Y. industry and is planning for vigorous growth in 1985. Many of its current stable of products are household names.

Candidates, aged 30 to 40, should be well educated and have a proven record of success in selling, with experience in all aspects of sales management from personnel motivation to major account negotiations.

Salary is negotiable together with profit related bonus; comprehensive benefits include quality car, BUPA and generous relocation package to the North West, where appropriate. Future prospects are excellent.

Please write with full details. These will be forwarded direct to our client. List separately any companies to whom your application should not be sent. Richard Town ref. D.1866. HAY-MSL Confidential Advertising, Sovereign House, 12-18 Queen Street, Manchester M2 5HS.

Management Training & Development – Hong Kong

c.£25,000 TAX PAID + BENEFITS

HongkongBank

The Hongkong and Shanghai Banking Corporation, one of the world's leading international banks, is expanding its management and leadership training activities, at its principal training centre in Hong Kong.

Key responsibilities will include the identification of management training needs and the development of new and existing courses.

Probably aged between 30 and 40, you must be able to demonstrate proven success, for at least five years, in management training and/or consultancy with a recognised management training centre or in a large commercial or industrial organisation.

You will also have the ability to analyse training and development needs and the initiative and industry to work independently in Hong Kong and elsewhere in the world. Experience in a financial environment would be an advantage.

Career prospects within an expanding Department and Group are excellent. There will be an initial two or three year contract which may be converted to permanent employment by mutual agreement. Salary will be around £25,000 p.a., tax paid. Generous fringe benefits include free fully furnished accommodation, six weeks' annual home leave with free return air travel – including family – children's educational allowance and medical benefits.

Please telephone for an application form by 22 January 1985 from: International Recruitment Controller, The Hongkong and Shanghai Banking Corporation, P.O. Box 199, 99 Bishopsgate, London EC2P 2LA. Tel: 01-638 2366, ext. 2922.

General Manager

E. MIDLANDS: AROUND £16,000

HAY-MSL CONFIDENTIAL ADVERTISING

This appointment will appeal to graduates or equivalent, probably aged 28 to 38 with successful records in selling and/or marketing to the public or consumer sectors, now seeking full profit responsibility.

The company supplies rehabilitation materials and products for the handicapped to hospitals and social services, and by direct mail to the public. With a profitable turnover well into seven figures, it is part of a successful growth orientated group providing support services on site.

Accountability will be to the Group Managing Director for profit achievement and market diversification. Emphasis will be on spearheading sales, marketing and product development.

Remuneration (salary + bonus) negotiable around £16,000; car; usual executive benefits include relocation help. A directorship can be earned.

Please write with full details. These will be forwarded direct to our client. List on a separate sheet any companies to whom your application should not be sent. R. A. Crosby ref. D.1882. HAY-MSL Confidential Advertising, Union Chambers, 63 Temple Row, Birmingham B2 5NS.

Chemical Engineer

MANCHESTER: ATTRACTIVE SALARY & BENEFITS

... with 'hands-on' experience in plant/process development

Lankro

Our influence and strong market reputation in specialty chemicals has been achieved through "quality, service and innovation" ... and we are continually building upon this by introducing new quality products into the market place. As an important element within our exciting future growth plans, a new appointment has been created within our Technology Department.

You will be responsible for commissioning new plant and modifications, introduction of new products and process changes into routine production and for plant/process development work. Success could lead into production management.

Aged over 26 with a good honours degree, you should have around five years' experience of 'hands-on' plant/process development in chemicals or process industry. A sound understanding of the principles of safe design/operation, HAZOPS and operator training are essential.

Starting salary is for discussion and will not be a limiting factor in attracting the right person with the ability and ambition to progress quickly within this forward looking organisation. Comprehensive benefits include relocation help in suitable cases.

Please write with full career details to: R. Brady, Personnel Director, Lankro Chemicals Limited, P.O. Box 1, Eccles, Manchester M30 0BH.

Regional Sales Managers

VARIOUS UK LOCATIONS: c.£15,000 + 2.0 LITRE CAR

Roof Waterproofing Products

Interflex

Interflex has established itself as a market leader with its 'Nuflex' range of roof waterproofing products, particularly within the local authority market.

Due to continued growth we seek additional sales professionals to develop existing and new business within the following areas: (i) Lancashire, Greater Manchester, Merseyside, Cheshire, N. Wales (ii) Notts, Derbys, Leics, Staffs (iv) E. London, Surrey, Kent, E. Sussex. Working from a suitable home location and backed by highly professional management and marketing expertise you will deal mainly with local authority specifiers and housing departments within your area to promote our well respected product range.

This competitive market demands the highest level of sales skill and customer service. Candidates, aged ideally 25 to 35, must demonstrate a record of sales success gained within a well disciplined and fast-moving environment. The ability to deal with professional customer contacts is essential.

We offer a performance related earnings package to c.£15,000, including a basic of £11,000, plus 2 litre car and BUPA. Initial and on-going training is first class. Career prospects with this successful and expanding company will be attractive to those seeking recognition for their individual contribution.

Please write or telephone for an application form to Interflex Structural Coatings Ltd., Cwmbran, Gwent. Tel: 06333 4841.

Sales & Marketing Manager

NORTHERN HOME COUNTIES: c.£20,000 + CAR

Sophisticated consumer & industrial electronic products

HAY-MSL MARKETING

Our client, leader in the growing domestic electronic control, energy management, programmable controls market, determined to remain ahead of competition and maximise on new technology application is seeking a sales and marketing professional.

Reporting to the Managing Director, your role will be to lead and strengthen the sales and marketing function to ensure existing and new products match market potential, particularly in major accounts.

Aged mid 30's, educated to degree level (electronics or science based), proven sales and marketing skills, experience of sales management and major account negotiation, plus good organisation abilities are essential. Although ideally from the electronics or allied industries, high calibre candidates from other backgrounds will also be considered.

Excellent benefits include non-contributory pension and relocation assistance if appropriate.

Please send full career details – in confidence – to John H. Woodger ref. D.44022. HAY-MSL Marketing, 52 Grosvenor Gardens, London SW1W 0AW.

Quality Assurance Manager

MIDDLESEX

A challenging senior role in Defence

THORN EMI Electronics

The Defence Systems Division of THORN EMI Electronics has an outstanding success record and an international reputation in high technology applications for the defence field.

Our expansion has been strengthened significantly by the recent award of a number of major development and production contracts.

Into this dynamic and progressive environment we seek to appoint a Quality Assurance Manager who will have overall responsibility for the QA functions at Feltham and a production facility on the Hayes site. This is a senior position in the management team, having responsibility for a staff of over 200 managerial, engineering, clerical and manual staff.

Applicants, with a suitable technical background, must have substantial experience of managing a Quality Assurance department and be familiar with electronics development and production work to MoD standards. Corporate membership of an appropriate Engineering Institution would be an advantage.

We offer an attractive salary together with a comprehensive benefits package which includes relocation assistance, where appropriate.

Please write with full career details or telephone for an application form to Sue Godfrey, THORN EMI Electronics Ltd., Defence Systems Division, Victoria Road, Feltham, Middlesex TW13 7DZ. Tel. 01-890 3600, ext. 2325.

General Manager – Plastic Fabrication

HERTS: c.£17,500

HAY-MSL MANAGEMENT SELECTION

Our client, part of an international group, is an established and successful company who have gained a reputation for high-quality fabrication of plastic products and components supplied to industry and commerce.

You will be responsible for the profitable performance of a Fabrication Division which over the last couple of years has invested significant resources into developing new production methods and materials. Key objectives will be strong management of the fabrication of diverse products and the effective co-ordination of sales and production activities.

Probably aged 30-to-45, you are likely to have a formal technical background and must have a record of success and strength in management in the engineering industry, ideally in plastics. Commercial experience will be essential, since it is vital to be able to establish credibility in this area. You will ideally live in the North Home Counties.

Basic salary of c £16,000 will be supplemented by a performance-related bonus. Other benefits include company car, medical insurance and pension scheme.

Please write with full career and salary details, stating how you believe you meet the specification. Please also list any companies with whom you would not want your application discussed. Peter Evans ref. D 49272. HAY-MSL Management Selection, 52 Grosvenor Gardens, London SW1W 0AW.

Managers ... Dealer Franchise Development

AIR CALL

Due to rapid expansion in our national communications services we seek managers to develop the franchising of our mobile communications service with vehicle main dealers. Initial opportunities will be in London and the West Midlands, to be followed by others in the major metropolitan areas within the UK. Therefore, applications are invited for immediate and future vacancies in these locations.

These new posts will appeal to candidates, aged 25 to 35 and preferably graduates, who have a strong knowledge of the franchising field plus skills in staff control and motivation.

Benefits include a basic salary of c £11,000, plus bonus, car and the usual benefits.

Please send a detailed CV to Bill Saunders, Marketing Department, Air Call plc, 108-110 Rochester Row, London SW1P 1JP.

Maintenance Management in Food Processing

HAY-MSL MANAGEMENT SELECTION

As CHIEF ENGINEER with this successful £15m. food processing company based in GREATER MANCHESTER you will lead a small multi-skilled team providing all breakdown and planned maintenance services ... and play a key role in process project engineering.

Aged 28 to 40 and a qualified mechanical/electrical engineer you will have substantial "hands-on" maintenance management experience in food or similar fast moving process industry. Salary negotiable to £14 000 plus car. Good additional benefits include costs of relocation.

Please write – in confidence – to John Hodgson ref. D 18308 HAY-MSL Management Selection, 12-18 Queen Street, Manchester M2 5HS.

Product Manager – Telecommunications (PABX)

... GEC Reliance ... one step ahead!

NORTHANTS: c.£14,000 + BONUS + CAR

GEC Reliance

This key new appointment is to join a market leader in the telecommunications systems field at its headquarters site in Wellingborough. Poised to move ahead in the advanced office automation field, the Company is long established, financially strong ... and profitable; turnover is around £30m.

The Product Manager will be responsible to the Telecommunications Division General Manager for varied marketing input including • definition of products and their future development • analysing market requirements for new software and hardware • setting price levels • negotiating supply prices with manufacturers • providing sales teams with pricing information, feature articles, brochures and competitor market research • and inputting product benefits to sales training programmes.

The product, an advanced PABX system, has already been labelled a 'major step forward in digital switching technology' and candidates must, therefore, have a proven telecommunications background and know the PABX market. Applicants, probably aged over 25, must be of degree calibre with *either* a marketing qualification or sales experience and some marketing exposure.

With an exciting range of new products in our portfolio, this is an excellent career development opportunity for an ambitious professional. Assistance will be given with relocation where appropriate.

Please write with full CV, or telephone for an application form, to: George Stead, GEC Reliance Limited, Turnells Mill Lane, Wellingborough, Northants NN8 2RB. Tel: Wellingborough (0933) 225000.

Senior Contract Engineer – Director Designate

New Organisation: New Post: New Opportunity

SHEFFIELD: c.£16,000 + CAR

HAY-MSL MANAGEMENT SELECTION

This appointment results from exciting and progressive changes which are taking place within this newly independent company – now embarking on a five year programme of planned growth.

Reporting to the Managing Director, the key tasks will be to establish and develop a professional contract management function, to monitor company performance against contract both in-house and on site and to undertake all pre and post contract negotiations including change orders, valuations and claims against contract.

This appointment will appeal to structural/mechanical engineers, graduates or equivalent, aged 35 to 45 with substantial experience in the management of major fabrication contracts. Experience in the offshore/petrochemical industries will be a distinct advantage.

Salary for discussion as indicated. Comprehensive benefits will include relocation help where appropriate.

Please write – in confidence – with full details to A. L. Brown ref. D 62036 HAY-MSL Management Selection, Oak House, Park Lane, Leeds LS3 1EL.

Technical Sales Executive – Far East, Middle East & UK

Road Furniture

BASED MIDDLESEX: £ATTRACTIVE + CAR

ALCAN

Baco Contracts, part of the British Alcan Aluminium Group, specialises in the design, supply and construction of aluminium structures. Our Parapet and Guardrail section, which is a world leader in its market, now wishes to strengthen further its international sales team to capitalise on the continuing worldwide demand for its products.

Based Twickenham your key role will be to develop sales of our diverse product range to both established and potential customers in the Far East, Middle East and UK – via specifying authorities, civil construction companies and working with appointed agents. The post will involve spending about 20 weeks per annum overseas.

Probably aged 25 to 35, you must have a technical background gained in the construction industry and some overseas experience. Proven sales experience would be a distinct advantage although you will be considered if you have the right background and the ambition to develop a sales career. Drive, initiative and the ability to maximise product potential are essential.

We will offer a competitive 5 figure salary in line with experience. Excellent benefits include relocation assistance, where appropriate.

In the first instance, please write with full details – in confidence – to John Woodger ref. D.44021. HAY-MSL Marketing, 52 Grosvenor Gardens, London SW1W 0AW.

Manufacturing Management

SOUTH COAST: £11,500-£12,000

HAY-MSL MANAGEMENT SELECTION

My client is a highly profitable brand leader in the UK and worldwide with significant expansion in progress which requires two young engineers.

The first will run a production shift, agreeing and setting schedules managing and motivating the work force and maintaining positive two way communications.

The second will prepare and control annual and monthly production plans, establishing costs for future products and managing related projects.

Candidates should be in their 20's, graduates with either engineering or work study qualifications, keen to rise quickly in a highly professional environment.

Location South Coast. Excellent relocation package and fringe benefits.

Please write – in confidence – to David Dodd ref. D 17692 3. HAY-MSL Management Selection, 50 Queen Square, Bristol BS1 4LW.

Sales Representative

Northern England

Kalle Plastic Films

Hoechst

Hoechst UK Limited is part of one of the world's largest chemical companies, and our Kalle division manufactures and sells one of the most extensive ranges of plastic films in the world, including PVC, polyester and polypropylene.

In order to maintain our substantial growth, we are looking for an energetic, self-motivated sales representative with an in-depth knowledge of one or more of the following industries – food, printing or tobacco.

This position offers a challenging opportunity in an exciting and dynamic field, and candidates – preferably 25 to 35 years of age – will have a sound technical background of plastic films. Ideally he/she will have a knowledge of major convertors and end users as well as sales experience but, if necessary, training will be given.

We are offering an excellent salary, a company car and benefits, e.g. free health scheme, which are commensurate with a progressive major international company.

If you are interested or would like further details, please write or telephone for an application form to: Miss J. A. Capewell, Personnel Officer, Hoechst UK Limited, Hoechst House, Salisbury Road, Hounslow, Middlesex. Tel. 01-570 7712, ext. 3274.

Mechanical Design Engineer

WEST YORKSHIRE: TO £13,000

... with a flair for project management

HAY-MSL CONFIDENTIAL ADVERTISING

On-time performance, cost and labour control, site supervision, design innovation and the ability to motivate – these are the key tasks and skills required for this demanding appointment.

The company, part of a sizeable international group, is an acknowledged market leader, at home and overseas, in capital plant used extensively throughout the engineering and associated industries. The order books are full and the future outlook is bright.

This appointment will appeal to mechanical engineers, graduates or equivalent, aged 30 to 45, with practical design experience and a working knowledge of fabrication and erection of structural steelwork.

Salary will reflect qualifications and depth of relevant experience. Comprehensive benefits will include relocation help in suitable cases.

Please write with full details. These will be forwarded direct to our client. List separately any companies to whom your application should not be sent. A. L. Brown ref. D.1855. HAY-MSL Confidential Advertising, Oak House, Park Lane, Leeds LS3 1EL.

Sell Brand Leaders with Crookes Products Ltd.

... where high growth = career opportunities

Crookes Products Limited

There are plenty of good reasons for joining Crookes Products Ltd. These are just three of them:

- We have tripled in size over the past three years.
- We have several brand leaders, such as Optrex, Karvol, Femfresh, Sweetex, Strepsils and major products such as Hermesetas, E45 cream and the analgesic Nurofen ... and are investing heavily in new products.
- We are a 'blue chip' company providing security and long term career opportunities.

As a result of our expansion we now require the following:

Regional Sales Managers

Earnings package c.£13,500 + car

*** NORTHERN HOME COUNTIES * MIDLANDS**

Heading a sales team of around 8, you will have overall responsibility for developing profitable business for both established and new customers, and will be given considerable autonomy over the control of budgets and implementation of promotional campaigns.

Probably aged 25 to 35, you should have a successful track record in the fmcg industry based on sound sales training in a major organisation. Good training and man management skills are essential.

Sales Representatives

Earnings package c.£10,750 + car

*** MANCHESTER * CAMBRIDGE AREA**

*** BEDFORD AREA * TEESSIDE**

You will be selling our products to chemists and druglores.

In your 20's or early 30's with a good standard of education, you must have a successful track record of selling in the High Street and preferably in chemists and drugstores. Self motivation, drive and the ambition to take full advantage of future career opportunities are essential. Full product and development training will be provided.

Earnings comprise base salary plus commission and profit sharing bonus. Excellent benefits include relocation assistance, where appropriate.

Interested in selling brand leaders? Then telephone Janet Thompson on Nottingham (0602) 506111, ext. 2321 for an application form or write to her with full personal and career details at Crookes Products Ltd., Nottingham NG2 3AA.

Hoggett Bowers

Executive Search and Selection Consultants

BIRMINGHAM, CARDIFF, GLASGOW, LEEDS, LONDON, MANCHESTER, NEWCASTLE and SHEFFIELD

Break into Computer Sales

South East, package c.£27,000 + car

As one of the most successful and fastest growing computer systems manufacturers in Europe, the client recognises that good computer sales executives are made from successful business managers whose backgrounds need not only include High-Tech sales experience but also a host of possibilities from the manufacturing or distribution/retail sectors, commercially aware and motivated to succeed in the computer industry. The product range, training facilities, sales support, working environment, incentives and career prospects are without question first rate, offering unlimited earnings potential. In order to satisfy the client's exacting requirements you will need to be aged 25-40 with exceptional skills and the mature commercial know-how necessary for success in the computer sales industry.
P.A. Adderley. Ref: 11612/DT. **0532-448661,**
7 Lisbon Square, **LEEDS,** *LS1 4LZ.*

Distribution Management

Brand-leading Food Co.
Location open, c.£18,000 + bonus + car

This 'household name' food company, a member of a £multi-million blue-chip group, is restructuring the management of its distribution organisation at a senior level during 1985. As a seasoned distribution professional, you will initially be responsible for strategic planning analysis and depot studies before taking complete responsibility for the distribution function in one of their regions before the end of the year. Aged 28-35 and of graduate calibre, you should have at least 5 years' distribution experience with a major organisation, probably with fmcg content and ideally in short shelf-life foods. Total mobility, man-management experience and the capability of handling an £8-£10m budget will complement your wealth of experience in large company distribution.
P.A. Adderley. Ref: 11624/DT. **0532-448661,**
7 Lisbon Square, **LEEDS,** *LS1 4LZ.*

Opportunities for Young Experienced Graduates

West Yorkshire, c.£14,000 + car (after induction period)

A large textile based public group with subsidiaries in the UK and overseas offers several opportunities to young, experienced graduates of above average ability. The Group has now weathered the problems of the early 1980's, is now at reasonable levels of profitability and poised for expansion. General management teams are older, rather than younger, and over the next few years management opportunities will arise that cannot be filled from within the Group. Applications are invited from young (late 20's) experienced graduates of outstanding ability and potential who may find their progress blocked within their present company. They may come from any discipline; sales, marketing, production, finance or general management; who after an induction into Group activities and philosophies will be groomed to senior management positions as they arise. They must be well trained, disciplined professionals with outstanding track records and have the ability, ambition, personality and potential to grow quickly. The opportunities are real and relocation assistance will be given.
J.R. Featherstone. Ref: 12322/DT. **0532-448661,**
7 Lisbon Square, **LEEDS,** *LS1 4LZ.*

Designers — Construction Equipment Ransomes & Rapier p.l.c.

New Product Development Programme
Ipswich, attractive relocation arrangements

Ransomes & Rapier p.l.c. is a leading supplier of crawler mounted cranes and draglines and the only designer of walking draglines in the western world outside the U.S.A. Turnover is around £30 million, 50% exported. These new appointments have outstanding prospects.

DESIGN ANALYST
To be responsible for Finite Element Analysis of structures, preparation of computer programs for mechanical designs and to play an active role in product development. B.Sc. qualification is required. *Ref: 20267/DT.*

DESIGN ENGINEERS
For work in the field of structural, mechanical and control work in mechanical engineering. Candidates should be B.Sc. qualified and have a working knowledge of hydraulics as applied to construction or similar equipment. At least 4 years' industrial design office experience is required and knowledge of C.A.D. would be an advantage. *Ref: 20268/DT.*

DESIGN DRAUGHTSMEN
For structural, mechanical and control work in mechanical engineering. At least 4 years' industrial design office experience is required. *Ref: 20269/DT*

Please send full details of career to date, quoting the appropriate reference to:
H.W. FitzHugh, Sutherland House, 5/6 Argyll Street, **LONDON,** *W1V 1AD.* **01-734 6852.**

Design Manager

Stainless Steel
Leeds, £negotiable + relocation

For a highly profitable engineering company, part of a major public group, manufacturing a wide range of stainless steel fabrications and pressings for a variety of industries. Reporting to the Works Director, the successful candidate will have a strong background in thin gauge stainless steel fabrication and welding, be qualified to at least ONC, and be responsible for the design of press tools and products throughout the manufacturing process. Essential personal qualities will include a practical approach to problem solving, as well as the ability to communicate ideas and plan effectively. Good prospects; attractive five figure salary.
J. Fane-Gladwin. Ref: 13003/DT. **0532-448661,**
7 Lisbon Square, **LEEDS,** *LS1 4LZ.*

Young Sales Professionals

Move Into Sales Management with a Market Leader
London & The North, £ five figure package + Audi

This leading international kitchen manufacturer has ambitious plans to expand its UK operations with its Wellmann and Tielsa product ranges. They are now looking for 3 young, well educated people to join their lively team selling to major retailers and kitchen specialists. Aged 25-30, well presented and articulate, your large company fmcg/consumer durable experience will equip you not only for sales but will have provided you with a strong understanding of a dynamic retail environment. In addition to a good base salary, performance will be rewarded with commission and incentive bonuses.
P.A. Adderley. Ref: 11625/DT. **0532-448661,**
7 Lisbon Square, **LEEDS,** *LS1 4LZ.*

Senior Purchasing Officer

Electro/Mechanical Devices
North West, up to £10,500

Sustained growth and product development has created the above vacancy in this successful autonomous subsidiary of a major international company. Responsible to the Materials Manager for £multi-million purchase of finished components, duties will include vendor selection and price negotiation. Candidates, aged mid 30's-45, must have a number of years' successful experience purchasing in an engineering environment, preferably involving electro/mechanical components in volume. Preference will be given to applicants holding the Diploma of the Institute of Purchasing and Supply. Excellent long term benefits, including relocation assistance if required, will be offered to the right candidate.
S.A. Lievens. Ref: 25413/DT. **061-832 3500,**
St. John's Court, 78 Gartside Street, **MANCHESTER,** *M3 3EL.*

These positions are open to male or female candidates. Please telephone for a Personal History Form to the relevant office, unless otherwise stated, quoting the appropriate reference.

هكذا من الأصل

The story of Foster Wheeler Petroleum Development is one of outstanding growth. As one of Europe's most successful engineering contractors in the offshore industry, our continued expansion is an indicator of the excellent career prospects we can offer engineers from a variety of disciplines with the right experience and qualifications.

Specifically we are looking for men and women with at least 8 years' post-graduate experience for Senior Engineer level and 4 years' experience for Engineer level.

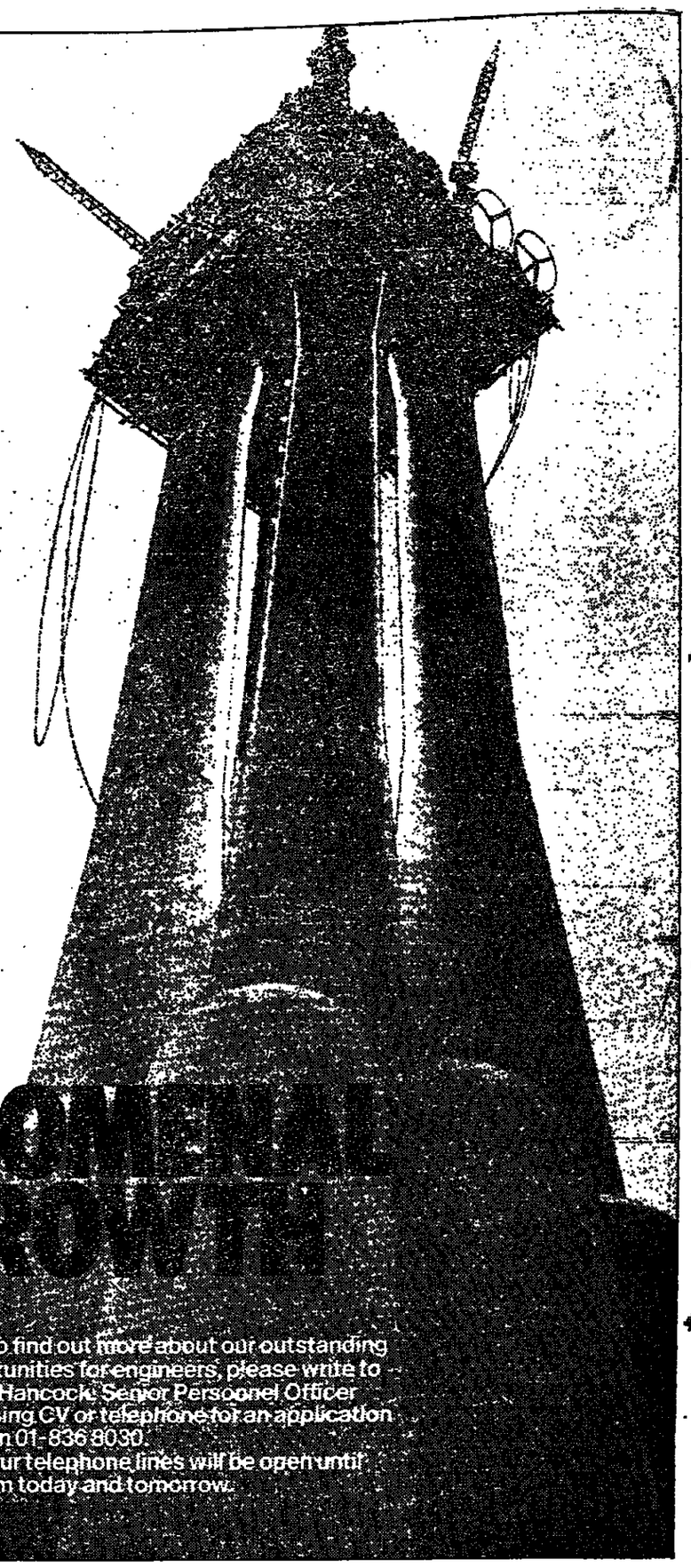
Some previous offshore contracting experience is also necessary. We are seeking to strengthen our teams in the following disciplines:

MECHANICAL	**STRUCTURAL**
MECHANICAL HANDLING	**LOSS PREVENTION**
ELECTRICAL	**PIPING**
INSTRUMENTATION	**HVAC**
TECHNOLOGY—	**COMMISSIONING**
Metallurgy and Welding/	**PROCESS**
Noise and Vibration	**PLANNING**

For those with relevant experience there can be no better time to move into our vigorous company, which offers a unique flexibility – not to be found anywhere!

You'll be based at our modern offices in Central London.

If you have the weight of experience and interest to link your career with our fast developing company you'll find the salaries are at the top of the league with comparable benefits.



PHENOMENAL GROWTH

To find out more about our outstanding opportunities for engineers, please write to Steve Hancock, Senior Personnel Officer enclosing CV or telephone for an application form on 01-836 8030.
Our telephone lines will be open until 8.00 pm today and tomorrow.

Foster Wheeler Petroleum Development Limited,
125 Shaftesbury Avenue,
London WC2H 8AD.

Intel 8086/80286 · RMX86 · PL/M

What's so special about Scicon for Micro-systems Software Engineers?

- Salaries to £16K, plus outstanding benefits and prospects
- Real-time systems
- Systems Engineering approach
- Graphics and Communications
- Enormous variety
- London based

Scicon provides custom designed micro-systems and bespoke software and hardware for an extraordinarily wide range of industrial and commercial applications – for both the end user and product supplier markets.
An excellent relationship with Intel has produced outstanding success with systems using their products, ranging from the 8051 single chip micro to the 86/30 single board and the new 80286 supermicro.
Now, an even stronger partnership for success has been forged between Intel and our expanding London-based Microsystems Group – creating exceptional opportunities for talented software engineers.
Ideally, you should have a good degree with, preferably, at least 12 months microsystems development experience. You'll work in small teams (3 to 6 people) on projects lasting typically 6 to 12 months from feasibility through to implementation, sometimes working on-site.
Increased demand for our services means you'll develop your skills and career at an enhanced pace because you'll be working on a wide variety of demanding projects using modern software engineering techniques at our well-equipped microsystems laboratory.

If you'd like to discuss these opportunities, the attractive salaries, the benefits package (one of the best in the computer services industry) and how your experience might match our requirements, phone David Gibby, Manager, Microsystems, on 01-580 5599 or out of office hours on 02514 23513.

Alternatively write with a full CV to Sue Jennings, Personnel, Scicon Ltd., Wavendon Towers, Wavendon, Milton Keynes M17 8LX.

Scicon

CAREER
COMPUTER SALES

We are a long established British company, operating from **26 locations** throughout the U.K., having strong links with a broad range of commercial contacts, from multi-nationals and government bodies through to all types of local businesses. The company is now uniquely poised to launch a major attack on the personal computer market place with a wide range of services and major brand hardware.

We have openings **NOW, NATIONWIDE** for a number of professional **MEN & WOMEN,** looking for career opportunities within a stable, traditionally caring company.

IF YOU

- Have a proven sales track record (preferably gained in the business equipment market).
- Are strongly self motivated.
- Have a good general education.
- Are keyboard literate.

THEN WE

can offer an excellent remuneration package

- **On Target £18+K.**
- Car.
- Pension Scheme.
- Comprehensive Product Training.
- **PLUS** Real personal development opportunities.

Opportunities such as this are rare. If you think you have something to contribute to our winning team, then WRITE in the first instance, to

The Sales Manager,
SUMLOCK CALCULATING SERVICES LTD,
274 High St., Uxbridge, Middx. UB8 1LQ
or Phone 0895 56791

Manufacturing Director
Circa £18,000

Our Client, a large and well-established Company, based in the West Midlands, is wishing to appoint a Manufacturing Director.

The Company, a market-leader in the fast-moving consumer goods sector, has an impressive record of growth in recent years and is now seeking to strengthen its Executive Team at the highest level.

Reporting to the Managing Director, the person appointed will be capable of taking full responsibility for the day-to-day running of a number of manufacturing units, based primarily in the West Midlands. The ability to demonstrate a professional approach to production management, combined with a high degree of man-management skills is essential. An awareness of technical and development matters is also required to ensure adequate support is given to these functions.

It is unlikely that anybody under the age of 35 will have the necessary experience to meet the high demands of this post.

In addition to the attractive salary, the remuneration package will include an Executive-type car, pension scheme, BUPA membership and profit-sharing scheme.

Please write giving details of your career to date, quoting reference 63/6198 on both your letter and envelope, listing any companies to whom you do not wish your application forwarded, to:
Rosemary Elt, Director,
Riley Advertising (Midlands & North) Limited, Riley House, Castle Bromwich Hall, Birmingham B36 9DX.

Riley

ABERDEEN BIRMINGHAM BRISTOL EDINBURGH GLASGOW LIVERPOOL LONDON MANCHESTER NEWCASTLE NOTTINGHAM PERTH

Confidential Reply Service
A member of the Rex Stewart Group

Graduate for Sales Administration

Our client is a UK manufacturer and supplier of packaging products comprising specialist packaging material and systems which are marketed under registered trade names established throughout the world.

A significant part of our clients current successful business is attributable to a policy of recruiting young, professional men and women who are capable of initiating and carrying out their work in a way that makes an important contribution to the conduct of the business.

In keeping with this policy our client is looking for a graduate to join their Sales Administration Department. The work involves a high level of customer liaison using recently installed computer systems as an information base and order processing facility.

Applicants should be aged 21-26 with some commercial experience.

Previous applicants will be considered, and therefore need not reapply.

Please send your c.v. to Confidential Reply Service, Ref. AWG 9140, Austin Knight Advertising Limited, London W1A 1DS.

Applications are forwarded to the client concerned, therefore companies in which you are not interested should be listed in a covering letter to the Confidential Reply Supervisor.

Austin Knight Advertising

PA Personnel Services
PA Advertising

Hyde Park House, 60a Knightsbridge, London SW1X 7LE Tel: 01-235 6060 Telex: 27874
Offices in Birmingham, Manchester, Glasgow, Edinburgh and Aberdeen
and throughout Europe, Asia, Australasia and N America

All posts are open to men and women unless otherwise indicated

Engineering Opportunities -LNG plant

Middle East

The Abu Dhabi Gas Liquefaction Company is one of the major companies engaged in the production of liquefied gases. Located on Das Island, its plant employs a multinational workforce and has a capacity of over 3 million tonnes per year.

Deputy Utilities Superintendent
Dhs. 11,210-13,885 per month

A vacancy now exists for a Deputy Utilities Superintendent on Das Island. Reporting to the Utilities Superintendent, and deputising in his absence, you will assist in the supervision of the Utilities Division, which comprises steam and electrical power-generation facilities including 5 × 11KV generators producing total power of 64MW, and 4 × 360 TPH at 62 bar boilers. Staff in the Department totals about 65. Responsibilities include the safe and efficient operation of all utilities, the planning of daily workload, and the preparation of operating budgets.
You should be aged 30 to 45 and hold a BSc in mechanical/electrical engineering or equivalent. Experience must include six years' supervisory experience in operations engineering at a large power-station or similar installation. Oil and gas experience would be an advantage.
Ref: TE52/9058/DT.

Inspection Engineer
Dhs. 8,975-10,025 per month

An experienced Inspection Engineer is also required for the new Engineering and Technical Services Department in the Abu Dhabi head office. Reporting to the Corrosion and Inspection Superintendent, you will carry out plant inspection and tests, and ensure the engineering integrity and good working order of all plant and equipment.
Five years' experience in a similar function in the oil or petrochemical industry is essential.
You should be aged 30 to 35 and hold a degree-level engineering qualification together with at least five years' relevant experience in the oil, gas or petrochemical industry. Ref: TE52/9059/DT.
Preference will be given to Arab nationals but both positions require a good command of the English language.
Terms and conditions of employment are excellent and include married-status contracts for Abu Dhabi based posts, with 42 days' leave per year and free spacious air-conditioned accommodation. For Das, 45/21 days' leave cycle, free accommodation, social and sports facilities. Both posts qualify for educational assistance for employees' eligible children. Salaries will be attractive and in line with those prevailing in the oil industry and commensurate with others in the area.
Please telephone or write for an application form or send full cv to A E N Buckley, quoting the appropriate reference. Candidate details may be passed direct to ADGAS. PA Personnel Services, 6 Highfield Road, Edgbaston, Birmingham B15 3DJ. Tel: 021-454 5791.

Facilities Management

Multisite hi-tech organisation
negotiable salary + car

For your information, our name is Harris
HARRIS

Harris Systems, the UK subsidiary of the Harris Corporation of America, is a fast-growing hi-tech communications company with state-of-the-art products ranging from satellite stations to semiconductors.
The management of our constantly expanding facilities at various UK centres is the task of this newly-created position based at our Winnersh head office. We shall look to you to provide a first-class service covering all aspects of building maintenance to comply with leases, and the management of all contract services.
This highly visible appointment offers considerable challenge to someone of degree-level education who has around two years' facilities management experience, preferably gained in a hi-tech environment. A knowledge of Health and Safety regulations is essential.
Salary is negotiable, and a car provided along with the benefits expected of an international company including free BUPA, 25 days' holiday, and pension scheme.

For further details or an application form, contact Sue Hampson, Personnel Manager – Europe, Harris Systems Limited, Eskdale Road, Winnersh, Wokingham, Berkshire RG11 5TR.
Telephone: 0734 698787.

Divisional Personnel Manager

North Suffolk
c.£15,000 + car
Richard Clay Group

A professional and experienced Personnel Manager with special interest in human resources and employee participation is required by a major East-Anglian Group with international interests.
Reporting to the Chief Executive of the Operating Division, he or she will take full responsibility for recruitment, training, salary administration and the development of the already established employee participation programme. Advising on industrial relations, current legislation and Health and Safety, the Manager will also be responsible for manpower planning throughout the Group.

Candidates, between 30-45 years, should preferably be graduate members of the IPM and currently be filling a similar all-round role in industry, ideally in a major national concern.
The excellent package of benefits includes a company car, BUPA, life assurance, pension and relocation schemes. Deeply committed to the personnel function, the company provides a most satisfying environment for the highest calibre of personnel manager.
Telephone Elizabeth Kitchen, Richard Clay, Bungay, Suffolk, on (0603) 619 287.

Manager -Automation Equipment

Midlands

A leading engineering company in the Midlands producing high-technology machine tools is proposing to support its activities by producing automation equipment to further its range.
We are seeking a dynamic manager capable of running this new division.
Applicants need to have practical knowledge of machine automation, robotics, pallet storage systems, part handling and conveyancing, all aimed at linking into manufacturing cells.
The successful candidate will be ideas-orientated, capable of clear description, cost estimation, and seeing the project through from start to finish.
This is an outstanding opportunity for the right manager to get in on the ground floor and develop the automation section into a successful and integral part of the company's future.
An excellent salary and keen terms and conditions will apply.
Please send full cv which will be forwarded to our client unopened. (Address to our Security Manager if listing companies to which it should not be sent.)
Ref: S3147/DT, PA Advertising, Hyde Park House, 60a Knightsbridge, London SW1X 7LE.

Production Professional -High Technology

North-West
attractive 5-figure salary

Our client, one of the major defence companies in the UK, seeks to recruit an energetic production professional in his/her late twenties or early thirties to manage a department of their facility in the North-West.
The department has been recently expanded by investment in capital equipment, and major investment will continue at high levels over the next two years. The management of this department will be an opportunity to acquire experience of leading process technologies in the manufacture of electronic components.
The company is seeking candidates who have bolstered their degree in engineering or material science with two to four years' production management experience in electronics or light engineering batch manufacture.
Candidates should have the commitment and drive to lead a complex function to achieve high quality and prompt deliveries, and should have the potential to develop to increased responsibilities within two or three years.
The company offer excellent conditions of employment, including an attractive five-figure salary.
Please send full cv which will be forwarded to our client unopened. (Address to our Security Manager if listing companies to which it should not be sent.)
Ref: M9141/DT, PA Advertising, Norwich Union House, 73-79 King Street, Manchester M2 2JL.

Purchasing Professional

with a supplies scheduling bias
Worcestershire

MICROPORE INTERNATIONAL LTD.

The subsidiary companies of Micropore International Ltd, a British high-technology group, produces a range of high-quality thermal insulation materials, OEM electrical appliances and control systems to exacting technical and quality specifications for the home and overseas markets.
This key post offers an excellent career development move for a purchasing professional with a solid engineering/manufacturing background including proven experience of supplies scheduling in a mass production operation.
It's a wide ranging and responsible job offering involvement at group head office level and the challenge of working as a key member of a busy commercial team.
Qualified to at least HNC level in engineering or a technical subject, you will have gained the substantial 'all round' commercial experience necessary to make an immediate and highly effective contribution to the purchasing effort in this progressive environment.
Aged 30-38, you must have high levels of drive and enthusiasm, well developed communication skills and the potential for assuming greater responsibilities in the future.
Membership of the IPS would be an asset. Some knowledge of press tooling would also be useful.
A highly attractive salary will be negotiable and there are excellent terms and conditions of employment including assistance with relocation, where appropriate.

Please write with full cv to: E T Yarwood, Group Personnel Manager, Micropore International Limited, Hadzor Hall, Hadzor, Droitwich, Worcestershire WR9 7DJ.

Area Manager

London & Home Counties
5-figure salary + bonus + car

ROYAL WORCESTER Spode

A major force in the high quality ceramic tableware and giftware markets, we are currently seeking a very high-calibre Area Manager, for London and the Home Counties.
In the highly competitive retail marketplace creating the ideal sales environment is what successful business development is all about. From product design, national advertising, 'in store' merchandising, to training and motivating staff; we are in business to create the image that customers will buy.
Aged 28-40, male or female, the successful candidate will probably already be based in South London (although relocation assistance will be considered). This is a demanding appointment offering profit responsibility for over 20 retail concessions located within leading department stores.
The post, which offers a great deal of scope for personal initiative and creativity, requires a proven track record of sales success and high levels of energy and enthusiasm. The ability to develop profitable sales and identify new business opportunities will be prime criteria in determining potential for further career development. A sound background in retailing would be a distinct advantage.

Please send full cv to: Mr J N Davis, Personnel Manager, Retail Division, Royal Worcester Spode Limited, Severn Street, Worcester WR1 2NE.

Career Opportunity in Physical Distribution

mid-late 20s
Excellent development prospects
North Kent

Bowater-Scott are the established leaders in their highly competitive £multimillion consumer market sector. Rapid developments in the fast-moving retail trade continue to place increased demands on our physical distribution function, and we have therefore created this new post to help us respond to changes in this important field.
You will be responsible to our Distribution Operations Manager for providing support in the key areas of the co-ordination of distribution with sales and the evaluation of current distribution practices, with the objective of improving efficiency and cost-effectiveness across the whole spectrum of distribution operations.

Aged 24-30 with a degree or equivalent qualification, you will ideally combine practical and analytical skills in distribution with the ability to carry out project work on your own initiative and establish sound working relationships with line managers.
An attractive salary will be negotiated for the right candidate, supported by excellent large-company benefits.
To apply, telephone Paul Meneely (Personnel Officer) for more information on 0474 336000, or write to him enclosing full personal, career and remuneration details at Bowater-Scott Corporation Limited, Crete Hall Road, Northfleet, Kent DA11 9AD.

Marketing Manager

Telecommunications
Thames Valley
c.£20,000 + car

Here is an opportunity to join an established team in an expanding company, dedicated to the development of products for the telecommunications industry.
Aged 25-40, you must have a proven record of success, ideally, gained with a major name in telecoms or office automation. Your brief will be to utilise your telecommunications experience in analysing both present and future needs within this rapidly expanding marketplace. This will involve directing new product development towards profitable areas, developing business proposals, and negotiating with major customers.
This demanding role would appeal to someone who would welcome a highly visible job in a growing company where the prospects are excellent and the results well rewarded.
Please send full cv which will be forwarded to our client unopened. (Address to our Security Manager if listing companies to which it should not be sent.)
Ref: W4144/DT, PA Advertising, Hyde Park House, 60a Knightsbridge, London SW17LE.

Engineering Manager

Worcestershire
outstanding remuneration package + car

Marathon Alcad Limited

Marathon Alcad Nickel Cadmium batteries are operating worldwide with reliability and efficiency in many diverse installations and applications. It is against this backcloth of success, increasing market demands and a major capital investment programme planned to re-equip the plant that we now need to recruit an Engineering Manager.
This is an excellent opportunity to head up a recently restructured function in a progressive manufacturing operation and to play a significant and influential role in this rapid evolution of the business. Reporting to the Manufacturing Director you will assume responsibility for all aspects of a multi-disciplinary department involved in the introduction of new manufacturing techniques (including CAM) and new products giving you the opportunity to make a strong personal input to the future shape, direction and profitability of a company with some 500 employees.
To meet our needs you must be at least 30 years of age, qualified to degree level and have a proven track record of achievement in production engineering, including several years at management level in a light to medium batch manufacturing environment. Above all, we are looking for a truly innovative yet thoroughly practical approach to engineering change at a critical stage in our development. The salary will be geared towards attracting high-calibre candidates and there are appropriate fringe benefits including a company car. Generous relocation assistance will be given where appropriate.
Applications should be made in writing, incorporating a full cv, to: Mr G J Brown, Marathon Alcad Limited, Union Street, Redditch, Worcestershire B98 7BW.

Purchasing Manager

Leisure-based electronics
Cardiff
attractive salary + car

One of the major growth areas over the past few years has been the leisure industry. This company has made the most of the expanding market to become the leading manufacturer of sophisticated electronic gaming machines in the UK. With a workforce of 300 and a turnover of £22m, its expansion is continuing into overseas markets with products incorporating the latest technology. After a reorganisation, the new position of Purchasing Manager has been created to control a department handling a £12m annual spend, ranging from wood for cabinets to mechanical, electrical and electronic components. You will already have had some years in a senior buying position, and will have handled the sourcing of complex components in the electronic, electrical and mechanical fields. Experience in purchasing from abroad would be an advantage, and a good understanding of MRP systems is also desirable. Above all, you will need to be energetic, flexible and enthusiastic, to keep pace with continuous product developments in this expanding, dynamic company. This is an excellent opportunity to make a major contribution in a key position. Employment conditions are excellent, and include a profit-based bonus scheme, a quality car and BUPA. Relocation assistance will be considered where appropriate.
Please telephone for an application form or send cv to C W Theaker Ref: W80/9060/DT, PA Personnel Services, 6 Highfield Road, Edgbaston, Birmingham B15 3DJ. Tel: 021-454 5791.

Sales Training Manager

c.£14,000 + bonus + 2-litre car

LINK 51
THE LEADING ALL-BRITISH STORAGE EQUIPMENT MANUFACTURER

Link 51 is the leading all-British storage equipment manufacturer, employing around 1000 people in 5 Midlands factories, with a Telford based sales and marketing operation. Our product range, which includes steel shelving, pallet racking and personal storage lockers, has a reputation for excellence.
Internal promotion has created an excellent opportunity for a Sales Training Manager. Aged 30+, with a successful track record in selling and sales management, you must have significant recent experience in sales training, including responsibility for management training and development.
Assisted by a Sales Training Officer, you will train a 130+ strong national sales force up to National Sales Manager level in both classroom and practical situations. Your management training skills will need to be first class as they will be used to the full.
For your considerable abilities, we are offering a salary as indicated and the benefits – including performance related bonus, private medical, pension and life assurance schemes – associated with a highly successful company.
Please apply in writing, with full cv to: Mr A W Hodson, Personnel Executive, Link 51 Limited, Link House, Halesfield 6, Telford, Shropshire TF7 4LN.

Assistant Shipping and Documentation Manager

West London
c.£14,000

Roussel Laboratories is the British subsidiary of a large international group which researches, develops, manufactures and markets ethical pharmaceuticals worldwide. We need a self-motivated, enthusiastic and well-organised shipping and forwarding specialist with seven to eight years' experience. You will be responsible to the Manager for controlling, motivating and developing the 10-strong department to ensure it continues to provide a cost-effective and expedient customer service. Aged 28-35, you should ideally have some man-management experience: familiarity with computers in a shipping environment is desirable.
The negotiable salary, reviewed twice a year, is supported by benefits including life, sickness and accident insurance, family BUPA, and a contributory pension scheme. Generous relocation assistance will be provided where appropriate.
For further details contact Helen Walton or Celia Hyde on 01-992 8672 or send full cv to her at Roussel Laboratories Limited, Concord Road, Western Avenue, London W3 0RF.

Sales Representative -Industrial Applications

Speciality chemicals
to £14,000 + car

Kelco/ABL, part of the US chemical and pharmaceutical group Merck & Co, is a major supplier of high-value chemicals with wide-ranging food and industrial applications.
To accelerate the effective penetration of these products into textile, industrial and pharmaceutical markets, we seek to appoint a Sales Representative. Reporting to the UK Sales Manager, the Representative will be responsible for maintaining and expanding business by developing contacts with research, production and purchasing departments of major companies.
The ideal candidate will be a chemistry graduate (or similar) with sound general sales expertise gained in industrial, textile or pharmaceutical applications.
Salary progression will reward effective performance, and the benefits are those expected of a major international group.

For further details and an application form, please telephone Peter Vreede, Company Personnel Manager, on 01-240 5161, ext 233.

Marketing Manager

Suffolk
c.£12,000 + car

Crane is an established manufacturing company and part of an international group. Sales of a wide range of valves and other fluid handling products are in excess of £30m. The company is seeking further growth from product and marketing development and by acquisition.
As a key member of a professional team the Marketing Manager is responsible at executive level for developing a major sector of the markets served by the company in the United Kingdom and overseas.
The ideal candidate will be a well-educated man or woman, aged 25+, with several years' experience of modern industrial marketing techniques. He or she will demonstrate strong potential for a wider business career.
Generous relocation assistance will be given to our attractive coastal location in Suffolk.
Please write in confidence with career and salary details, to Peter Rains, Employee Relations Manager, Crane Limited, Nacton Road, Ipswich, Suffolk.

Engineering Manager

Kent
from £12,000 + car

Our client is the market-leader in its field and a member of a multinational group. Based in an attractive area of Kent, it is engaged in the continuous-process manufacture of plastic products for a variety of industrial and commercial applications.
As Engineering Manager you will play a key role at this point in the company's growth – both by providing top-quality engineering services to a high-output factory, and by proving yourself as a prime prospect for wider management responsibilities.
Reporting to the Works Manager and controlling a team of craftsmen, you will be fully responsible for the installation, care and maintenance of all capital equipment and buildings on site. A young graduate (or equivalent) in electrical/mechanical engineering you must be able to demonstrate a successful record in the selection, maintenance and development of continuous-process plant and equipment – preferably gained within the plastics, food or chemical industries.
The starting salary from £12,000 is supported by excellent large-company benefits including car and relocation assistance if appropriate.
Please send full cv which will be forwarded to our client unopened. (Address to our Security Manager if listing companies to which it should not be sent.)
Ref: S3146/DT, PA Advertising, Hyde Park House, 60a Knightsbridge, London SW1X 7LE.

Area Manager

Sales
Southern England

The Portakabin Group of Companies

This is an opportunity to join the market leader in the fast-moving and varied sector of instant building systems. Our clients range from blue-chip companies and government agencies to newly-formed businesses and local leisure groups. Project values range from £2,000 to £500,000. The Area Manager's role is to appraise the specific needs of clients, develop detailed proposals and convincingly present the accommodation solutions that best suit their requirements.
We are looking for someone aged 25-40, with a successful track record in sales. Past experience in this sector is not essential, and the position may well suit someone who is ready to switch from consumer to capital goods selling. A formal sales training within a marketing-oriented company will be an important part of your career background.
A good basic salary plus open-ended commission scheme offers an attractive package to the right person.
Portakabin is a dynamic, international company whose success is based on a policy of continuous technical and marketing innovation backed by substantial manufacturing resources. If you share our enterprising outlook, please write or telephone for an application form to: Mike Turnham, Personnel Services, Portakabin Limited, Huntington, York YO3 9PT. Tel: York (0904) 28960.

Systems Engineers

Pre and post-sales support
Winnersh and Manchester

For your information, our name is Harris
HARRIS

Providing high-quality technical support to our marketing and sales team, on a range of high-performance super-minicomputers and interactive terminal systems, is an extremely varied and stimulating role.
We supply customers operating in commercial, educational and scientific fields. Our constant, rapid and profitable growth creates opportunities at our Winnersh and Manchester sites for engineers with two to four years' relevant industry experience, who are also looking for increased responsibility.
Harris Systems is the UK subsidiary of the giant Harris Corporation, based in Florida, a leading manufacturer of state-of-the-art electronics products. An exceptionally progressive company, we always look for talented people and encourage them to develop their careers and skills to the full.
We also provide a good negotiable salary, a company car, first-class product training, BUPA, 5 weeks' holiday and other large-company benefits.

For further details or an application form, contact Sue Hampson, Personnel Manager – Europe, Harris Systems Limited, Eskdale Road, Winnersh, Wokingham, Berkshire RG11 5TR.
Telephone: 0734 698787.

Graduate Sales Professionals

Appointments countrywide

ENDSLEIGH INSURANCE SERVICES LIMITED

Endsleigh Insurance Services is the leading company selling insurance to young management and professional people. 1985 is our twentieth anniversary and we want to continue our record of expansion with the strengthening of our life assurance team – nationwide.
The ideal candidates will use their knowledge of student life and experience of direct or retail selling experience in a tough and highly competitive market, to forge their way through results to quick promotion to middle management.
The pay is good. There's a salary while the six months training course is completed. Then, on target earnings are over £11,000 but realistically we'll expect you to earn up to £18,000 in your first year ... and of course we provide a company car.
To learn more contact Danny Mullen, Personnel and Training Manager, on 0242 36151. Endsleigh Insurance Services Limited, Endsleigh House, Cheltenham Spa, Gloucestershire GL50 3NR.

PA consulting group : Management Consulting · Technology · Computers and Telecommunications · Personnel Services

Business Planner

East Midlands c.£11,000

A manufacturing Group with its Head Office in the East Midlands is looking for a Business Planner.
In this job you will help evolve and prepare the Group's strategic business plans, and investigate business development and acquisition proposals. You will also be required to develop and operate micro-computer based information systems and carry out market research and other data analysis.
You should have a degree in a numerate discipline, an aptitude for computing and up to two years experience in planning or a related field, ideally within a manufacturing environment.
Starting salary will be around £11,000, together with usual large company benefits and relocation assistance where appropriate.
Confidential Reply Service: Please write with full CV, quoting reference 1913/SS on your envelope, listing separately any company to whom you do not wish your details to be sent. CV's will be forwarded directly to our client, who will conduct the interviews. Charles Barker Recruitment, 30 Farringdon Street, London EC4A 4EA.

CHARLES BARKER
ADVERTISING·SELECTION·SEARCH

Steelcase Strafor

Bilingual Training Manager

Create Your Own Role with a Progressive Market Leader

This is an exceptional international career opportunity with Steelcase Strafor, a prestigious leading-edge supplier of total office environments. As a prelude to a substantial expansion of its UK business the company recently started to appoint a national network of independent Dealers.
The company's products and clientele dictate much higher standards of consultancy and service than is usual in the office furniture business and Steelcase Strafor now wish to appoint a high calibre Training Manager to support their District Managers and Dealers.
Based in London, but travelling extensively throughout the UK, you will research, develop and run training modules covering: marketing, product specification, systems design and application, pricing, sales and customer service.
Enthusiastic, creative and aged 28-40, you have good fluency in French and ideally also German. The key requirement is a professional training background but, exceptionally, Sales Managers with a heavy involvement in Distributor/Dealer support may be considered. Preferably you are experienced in sophisticated office furniture or similar capital equipment environments. Comprehensive product training and relocation assistance will be provided. Salary is circa £18,000 per annum plus car.

Please write enclosing CV to Patrick Hill, Senior Consultant, Cripps, Sears & Associates Ltd., (Personnel Management Consultants), 88/89 High Holborn, London WC1V 6LH.

Cripps, Sears

SALES ENGINEER

Southern Area **£ Five Figures + Car**

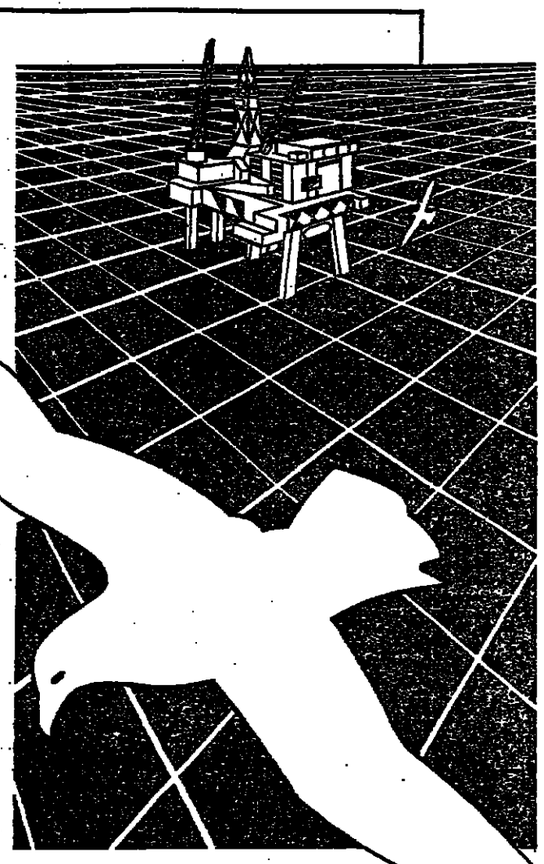
Knowsley S.K. Limited, a wholly owned subsidiary of the major Dutch based industrial group Internatio Müller NV seeks an additional qualified sales person to join its Sales Team. Knowsley has over a century of experience in the realms of Fire Protection Systems and Equipment. Currently it is a major force in the provision of such protection to both Offshore and Onshore installations worldwide.
The successful applicant will cover an extensive territory from East Anglia to Cornwall, excluding Greater London, and should be living in the South or West of London for preference.
Sales tasks include the generation and pursuit of business to a wide variety of existing clients and prospective ones. Experience in dealing with oil, chemical and petrochemical majors, contractors and consulting engineers would be of advantage.
If you are between 28 – 40 with a sound qualification in mechanical/electrical engineering, supplemented by practical commercial experience and possibly some acquaintance with the fire fighting industry, you will be of great interest to us.
There is an attractive remuneration package, with car: and perhaps more importantly, if you are ambitious, a very real opportunity for promotion within this multi-national group.
For confidential discussion, male or female candidates should write or telephone without delay 061-236 1557 quoting Ref: KSK 22.

DSE Marketing & Recruitment Consultants
RECRUITMENT

MANCHESTER HOUSE, 88 PRINCESS STREET, MANCHESTER M1 6NG. Tel: 061-236 1557

Shell U.K. Exploration and Production

GEOPHYSICAL PROCESSOR



As one of the leading offshore operating companies, we are committed to a continuing programme of substantial investment in all aspects of exploration work. One of the results of this investment has been a large increase in the level of our involvement in the field of seismic acquisition and processing. This increased activity has now created an exciting career opportunity for an experienced Geophysical Processor.

You will be joining a small, professional team dealing with the 2D and 3D processing of seismic data obtained from surveys conducted in deep water, shallow water and on land. A major part of your time will be devoted to the control and supervision of contractor processing but you will also be involved in some detailed in-house processing using proprietary programs on Shell's VAX computer.

To fulfil your role, you will need a B.Sc. or higher qualification in one of the following disciplines; Physics, Geophysics, Mathematics, Geology and at least 3 years' processing experience. More extensive experience would, however, be highly desirable and could, in special circumstances, be considered in lieu of academic qualifications. In addition to your technical skills you will also need the necessary personal and administrative skills to liaise effectively with contractors and to control the large volume of data processed.

In return for your professional expertise, you will receive an attractive remuneration package which fully reflects the importance of your contribution to our future.

Please telephone 01-257 5001 for an application form, or write, enclosing a full c.v. to: Shell U.K. Exploration and Production, Attention UEP/152, Shell-Mex House, Strand, London WC2R 0DX. Please quote ref: DT10185.

NEW GENERATION NORTH SEA PROJECTS

Field Sales Manager

PROCESS CONTROL & INSTRUMENTATION

c. £18,000 + Executive Car

Our client is a long established and highly profitable manufacturer of electronic instrumentation and systems for industrial applications worldwide.

They are currently strengthening their sales operation and now wish to appoint a UK Field Sales Manager with a successful track record in the industry.

Based in the South East and reporting to the Sales Director, this position carries full responsibility for setting and achieving sales budgets through a field force consisting of six sales engineers, together with personal responsibility for a number of key UK contractors and consultants.

Applications are invited from qualified engineers aged 32/45, who have sales management experience at either regional or national level and who see this as an opportunity to broaden their career.

The successful candidate will enjoy an attractive salary and bonus package, executive car, relocation assistance where necessary and all other major company benefits.

Sales Engineers

CONNECTORS & SYSTEMS

Basic c. £14,000 + Bonus + Car

- Kent/Surrey/Sussex
- Northern Home Counties/Northants
- Thames Valley/Wilts

Our client, the professional components division of one of the world's foremost electronics companies enjoys an enviable reputation for their wide product range.

Their name has stood for innovation and technological progress for many years.

Their products are noted for sound and often unique design. They offer high reliability at competitive prices, and they have earned a reputation that remains second to none in applications requiring the utmost system integrity.

The growth rate of such a company is extremely impressive and, in order to maintain this momentum, they now need three additional sales professionals to join their select, highly motivated team.

If you can show the professionalism they demand, are aged under 42, and possess a first class track record in electronic component sales, we would like to meet you very soon.

The rewards consist of a basic salary of c. £14,000, individual achievement related bonus, quality car and all other major company benefits.

Our clients are equal opportunity employers

To discuss these important positions in total confidence and to arrange a local meeting in the week commencing 21st January telephone Tony Williams or Andrew Neatby-Smith until 8.00 pm daily.

BUCKINGHAM APPOINTMENTS
Foley House, 12a Maddox Street, London W1R 9PL.
Telephone: 01-629 8677.

Technical Sales and Management Recruitment Specialists.

Turn over a new leaf in the Black Forest

Guidance & Control Engineers £15K to £30K

Situated in the beautiful Black Forest of Germany is Freiburg, the base of our client LITEF. A subsidiary of the American giant LITTON Industries. LITEF is currently developing advanced airborne guidance and control systems for Europe's latest fighter aircraft and other vehicles. An eminent team of international experts creates an exceptional environment for major technical achievement.

Germany also has one of the highest standards of living in Europe, something that both you and your family can enjoy when you move to Freiburg.

To join the team you'll need to be a graduate, preferably with a M.Sc. degree and have worked in a similar activity for at least 5 years.

There is no need to speak German.

The positions offer major company benefits, including health insurance, family travel, relocation and settling-in expenses, plus full EEC employment benefits.

Systems Engineers

In-depth experience with dry tuned gyro strapdown systems. Hands-on development to assist and guide project teams. Control theory and 7 years experience are required.

Failure Modes and Effects Analysis Engineers

To investigate flight critical systems and identify failure scenarios in sub-systems. Requires an overall understanding of flight control systems, hardware and software. CAD techniques and fault tree analysis.

Project Engineers

Require direct experience of dry tuned strapdown gyro systems, circuit design and software. To adapt existing systems to meet new requirements.

Interviews will be held in London. Send CV, in the first instance, to: Mark Rodrigues, International Staffing Consultants Inc. c/o, Whites Bull Holmes Ltd., 63-66 St. Martin's Lane, London, WC2N 4JX. To arrive not later than January 21st 1985.

Sales Management Opportunity

in Plastics Raw Materials

Laporte U.K. Trading is a multi-million pound business unit within the rapidly expanding international Laporte Group and acts as agent or distributor, selling plastics and chemicals manufactured by third parties.

We require a Sales Manager to take charge of the Plastics Section of Laporte U.K. Trading. In addition to the profitable management of the existing business there is the major challenge of developing new business by identifying market opportunities and increasing the number of agencies or distributorships dealing with the Section's products.

We are seeking an ambitious person aged about 35 years with the potential to progress to a senior commercial or general management role. A qualification in Chemistry beyond 'A' level is essential together with work experience in a commercial department within a sizeable chemical manufacturing or chemicals trading company.

Applicants should be prepared to spend 4-6 weeks per year overseas.

The rewards package is attractive including a quality car and non-contributory pension scheme. Assistance with relocation costs will be given where appropriate.

LAPORTE

To apply: send full details of career to date and details of current remuneration to:
The General Manager,
Laporte U.K. Trading,
P.O. Box 8, Kingsway, Luton, Beds. LU4 8EW.

Business Development Manager

£20,000+

Digital Reporting Systems

A new business venture is poised for take-off. Already our client's unique, patented equipment - developed and accepted in the USA - is being installed by BT. The scope for this and other ancillary equipments and applications is enormous. These and other new products are already being developed by our client's team of experienced engineers and specialists.

The team need a Business Development Manager who can both professionally evaluate and sell the market potential for these products initially in the UK and then in Western Europe. He/she would be a marketing/business professional with a good understanding of engineering technology, a five wire, jacket-off, sharp-end person, who will fit into a small company with a big potential. A knowledge of the market for telecom linked, micro-processor controlled products for industry and the home is vital, as is success in this field.

Salary will be negotiable. Other benefits include a Company car. Location-Southern Home Counties.

Please write in confidence sending cv to:
Philip R. Plumbley,
Plumbley/Endicott, & Associates Limited,
Premier House, 150 Southampton Row,
London WC1B 5AL.

Results Orientated Sales Executive

Semi-Custom ICs

Salary £ neg + bonus + car

My client is a new type of semi-custom manufacturer. It brings together both systems and silicon technology in order to bridge the gap between the potential semi-custom user and the volume semiconductor manufacturer. The company is substantially funded by a major high tech consultancy and several venture capital companies. The company differs from other design houses as it is able to execute every step of design right up to volume production. It has already established a 'well found' laboratory which has invested in an e-beam machine in addition to a variety of CAD work stations to match specific requirements of volume foundries.

A Semi-Custom Sales Engineer is required to develop new opportunities and markets throughout the UK. The Sales Engineer will start with a very wide customer contact base. This is very much greenfield opportunity and the person appointed will be expected to ensure a high level of repeat purchases for the company's services. The ability to interact with semi-custom customers at all levels from management to engineer is a key requirement. For this role, we require a person who is currently working as a Sales Engineer selling semi-custom ICs. Candidates must be able to interpret specific customer needs and translate these needs into successful orders for the company. We also require a person with a high energy level as well as excellent communication skills. As the company expands, the opportunities for further career growth are excellent.

The salary paid to the person appointed will be circa £17,500 plus a commission scheme. The remuneration package also includes a portable pension scheme and relocation expenses where appropriate.

To apply please send your curriculum vitae, or phone for an application form, quoting reference SE/IC to Geoffrey King, Managing Director. Cambridge Recruitment Consultants. This appointment is open to both men and women.

Cambridge Recruitment Consultants
1a Rose Crescent, Cambridge CB2 3LL. Telephone: 0223 311316.

WORKS MANAGER

COMMERCIAL VEHICLE TRAILERS

c.£15,000 package + car

To take complete responsibility for the management and profitability of a small but well appointed workshop dedicated to the repair, refurbishment and modification of a wide range of commercial vehicle trailers.

Candidates, ideally aged 35-40, should be qualified to HNC/HND level in an appropriate engineering subject, and possess a thorough knowledge of fabrication techniques gained from within the **commercial trailer or sub-contract precision fabrication industries.** Much will be demanded of the Appointee's technical, commercial and personal skills in this thrusting and dynamic management environment.

Major company benefits, including generous relocation expenses to this attractive **Northern Home Counties location,** apply.

Male/female candidates should write/telephone to Michael James, Director, quoting **Reference No. 034484.**

BRIAN FORBES
SEARCH & SELECTION LTD
9 REGENT STREET, NOTTINGHAM. (0602) 412500

TECHNICAL SALES REPRESENTATIVE

Akzo Chemie U.K. Limited, part of the chemical division of the Akzo Group, the Dutch based multi-national, which manufactures a wide range of chemicals, has an opportunity for a Technical Sales Representative to operate in Scotland, NE England, Yorkshire, Humberside and E. Midlands.

The successful candidate will be responsible for the sale/marketing of fatty amines, quaternary ammonium compounds and other amine derivatives, in which Akzo Chemie is the market leader in the U.K.

Applicants, male or female, should be 25/37 years, hold a degree in Chemistry or related discipline and have some experience in the sale/marketing of chemical intermediates to industries which will include detergents, speciality chemicals, mineral flotation, fertilisers etc. They must also be able to demonstrate a high level of enthusiasm and self-motivation in both technical and commercial matters.

Applicants would be ideally based in NE England or Yorkshire.

Excellent terms and conditions of employment including company car, non-contributory pension scheme, life assurance and private medical insurance.

Please apply for application form to: Personnel Manager

Akzo Chemie
Pier Road, Gillingham, Kent, ME7 1RL.
Tel: Medway (0634) 574814

Many people recognise their potential to succeed in sales management only to find that their current position leaves them little or no room for career development.

If that sounds like you, then here's an opportunity to match your high flying ability and ambition.

A SALES CAREER WITH NCH TURNS HIGH FLYERS INTO SQUADRON LEADERS

1984, the 20th anniversary of the NCH Group in the U.K., saw the completion of the first phase of our development plans for the 80s in the fields of research, manufacture and sales. 1985 begins the second phase of our expansion, creating exciting new prospects for hard-working, dedicated sales professionals seeking to realise their management potential.

Aged 25-30, male or female, you'll be able to prove a successful track record in selling, demonstrate a flair for passing that success on to others and real "MAN-MANAGEMENT" ability.

If you recognise these qualities in your self, hopefully so will we. As a company whose international reputation in the world of industrial and commercial maintenance has been built on the efforts of a dedicated sales team, we know how to reward hard work, and believe in giving credit where it's due.

We won't treat you as a sales administrator – we'll treat you as a sales leader. Our excellent salary package is complemented by a company car, BUPA, and other big company benefits.

That's our flight plan for your future success...with NCH's sales squadron!

Write with brief career details (quoting tel no) to: Bill Mereine, General Sales Manager, NCH Group of Companies, Swan Office Centre, 1508 Coventry Road, Birmingham B25 8EL.

nch
CREATING CAREERS IN SELLING

هكذا من الأصل

Austin Knight Advertising

London: 01-437 9261 Birmingham 021-454 7351, Bristol 0272 422681, Chelmsford 0245 350250, Egham 33962, Glasgow 041-248 6171, Manchester 061-834 8723, Newcastle 0632 614044, Sheffield 0742 680251, Southampton 0703 38711, Welwyn 7052, North America, S. Africa, Affiliates in Europe and Australia.

Information Systems Manager

to £16,000 — *Manchester*

Following the promotion of the present incumbent, the European Operation of a US Multi-national, manufacturing advanced technology components for the Automotive Industry, is seeking to recruit an Information Systems Manager.

Information Systems covers all computer systems across eight European sites located in the UK, France, Germany and Spain and the communications to the parent US facilities.

Current hardware includes IBM 4341/2 running under VM, DOS/VSE, CICS, DL1 supporting a full SNA network.

Systems development concentrates on sophisticated Manufacturing Control Systems. The IBM COPICS package has been extensively implemented; and the Company is developing a number of pioneering approaches in the fields of MCS and CIM.

Significant man-management skills are required, as is the ability to achieve change in a multi-national environment. The successful candidate, male or female, will have had significant experience of implementing and controlling systems in an advanced Engineering environment and should be able to demonstrate a successful track record over a number of years in this type of industry.

In addition to the excellent salary, a highly competitive benefits package, including removal expenses and private medical insurance, will be provided.

Please apply in writing to Confidential Reply Service, Ref: BPI 601, Austin Knight Advertising UK Limited, 35 Peter Street, Manchester M2 5GD.

Applications are forwarded to the client concerned, therefore companies in which you are not interested should be listed in a covering letter to the Confidential Reply Supervisor.

Austin Knight Advertising — MANCHESTER

Export Area Sales Manager

TI New World Limited, a subsidiary of a major British engineering group, has made dramatic strides in the development, styling and sales of their high quality products in the UK and overseas to cope with the needs of the 80's and 90's.

A major thrust is to be made in export markets and the Company now seeks a 'true professional' to extend their sales in overseas markets.

The chosen candidate will report to the Export Director and must be able to demonstrate previous successful international selling experience of consumer products through distributors, agents and state trading organisation in Third World and developing nations.

Aged 28-40 years, fluency in French or Arabic would be a distinct advantage.

The position will require frequent travel in the territory indicated together with a professional commitment to the ongoing development of export business to which the company is committed.

Prospects of further advancement are excellent. A very competitive salary and other big company benefits are offered.

Male or female applicants please apply in writing enclosing a comprehensive cv to Mr T. R. Naylor, Personnel Director, TI New World Limited, New World House, Thelwall Lane, Warrington WA4 1NL.

NEW WORLD — *Design, before its time.*

Production Manager

Salary c.£11,000 — *Based North*

This is an exciting career opportunity to manage a department which produces a wide range of fresh meat-based products and is part of a major food group.

Reporting to the Factory Manager, the need is for an experienced Manager, ideally from a food manufacturing environment, with at least 3 years production management experience in a modern plant, using up-to-date technology.

Main areas of responsibility include ★ Improvement and maintenance of product quality standards ★ Achieving volume targets ★ Dealing with shiftwork changes ★ Encouraging growth of own label business ★ Efficient utilisation of resources available.

The position requires a firm but understanding man-management style of working, with the ability to influence and initiate change. Resilience, enthusiasm and a high degree of self-motivation are needed to achieve maximum efficiences.

If you have a proven track record, are used to dealing with unions and are looking for an opportunity to progress — then look no further.

In addition to the stated salary, there are other benefits associated with a progressive company.

Write with full CV to Confidential Reply Service, Ref: DWP 240, Austin Knight Advertising Limited, London W1A 1DS.

Applications are forwarded to the client concerned, therefore companies in which you are not interested should be listed in a covering letter to the Confidential Reply Supervisor.

This post is open to men and women.

Austin Knight Advertising — LONDON

Are you the Scientist we are looking for?

We are seeking a self motivated Pharmacist or Chemistry Graduate, preferably aged 23-27, to join a young enthusiastic team within our Technical Services Department. This challenging role involves both the development and continuing improvement of production methods for tablet manufacture and capsule filling. The ability to question existing methods, solve problems in a practical manner and implement improved procedures is essential.

This position, open to men or women, offers exposure to many aspects of pharmaceutical production and would form an ideal introduction to those wishing to pursue a career in the pharmaceutical industry.

As a leading manufacturer of research based, ethical pharmaceuticals for over 100 years, Eli Lilly and Company can offer the right candidate a competitive salary and attractive benefits including non-contributory pension and life assurance, BUPA, subsidised staff restaurant and a sports and social club. Relocation assistance is also available where appropriate.

Please write or telephone for an application form to Andy Smith, Personnel Officer, Eli Lilly and Co. Ltd., Kingsclere Road, Basingstoke, Hants. RG21 2XA. Tel: Basingstoke (0256) 485370.

Opportunities in Quality Assurance for Electronics Engineers

Computer Industry — *Scotland*

Our client, a major force in the design, development and manufacture of high technology systems for worldwide markets, requires talented Electronic Engineering Graduates to work on an exciting new product range.

Senior Process Assurance Engineer

As a member of Process Assurance, you will be responsible for the approval of manufacturing processes. This requires liaison with the Design function within Quality and Advanced Manufacturing, on the definition of process specifications, the approval of assembly and test proposals and the subsequent approval of the process operation through capability tryouts.

Your background will include at least 5 years' experience of test equipment or quality engineering in an electronics manufacturing environment.

You should be able to take the technical challenge of identifying and resolving incipient problems at the conceptual stage through awareness, patience and application. A flair for performance specification, statistical analysis and problem solving would be an advantage.

Senior Systems Assurance Engineer

Working with the Systems Assurance Group, this position carries the responsibility for a small team of engineers who define the new manufacturing integration plans. This will involve liaison with Design Teams, Quality and Advanced Manufacturing Engineering Groups throughout our client's worldwide organisation.

Ideal applicants will have attained at least 5 years' electronic engineering experience, supplemented by a strong, confident nature and excellent interpersonal skills. An appreciation of both the design function and manufacturing process is essential and an understanding of diagnostic software would be advantageous.

These positions offer a highly attractive salary and benefits package which will fully reflect qualifications and experience.

Men or women interested should write to: Confidential Reply Service, Ref: OGA 1235, Austin Knight Advertising UK Limited, 183 St. Vincent Street, Glasgow G2 5QD.

Applications are forwarded to the client concerned, therefore companies in which you are not interested should be listed in a covering letter to the Confidential Reply Supervisor.

Austin Knight Advertising — GLASGOW

Building/Engineering Works Officers

£10,863-£12,894 p.a. + £625 p.a. London Weighting

a) Unit Works Officer

An experienced Works Manager is required to be responsible for co-ordinating the Building and Engineering Operational and Maintenance Services in the Community and Mental Handicapped Premises plus all District Staff Residences.

b) Building Design

c) Engineering (Electrical) Design

To manage and control the design and execution of capital projects and maintenance schemes for a large and varied District Health Authority.

Qualifications: HNC and endorsements in the relevant discipline plus Industrial Administration or equivalent qualifications together with sound relevant experience.

Application forms available from: District Personnel Department, Greenwich Health Authority, Devonport Annexe, King William Walk, Greenwich, London, SE10 9JH. Tel: 01-858 9353 (answering service).

These posts are open to men and women.

Greenwich Health Authority

Regional Telecommunications Officer

Up to £20,000 p.a.

Severn-Trent is seeking an experienced telecommunications specialist who will be responsible for overseeing the development and rationalisation of communication facilities throughout the region which extends over some 8500 square miles of the Midlands and Wales.

This is a senior post in the Technical Services Department and it offers a rewarding and interesting challenge to a communications professional who has at least 10 years experience of handling a variety of communications projects. Severn-Trent, over the last 4 years, has developed its own extensive radio network consisting primarily of 1.5 GHz point-to-point links, providing multi-channel communication highways for speech and data traffic throughout the region. Consideration is currently being given to the development and enhancement of this network in order to produce an efficient and fully integrated system to meet future needs.

The prime responsibilities will include managing the development of Severn-Trent's own network developing policy and plans to cater for future specialist needs; and responsibility for the technical direction of various communication specialists employed by Severn-Trent and those engaged on a contracting or consultancy basis.

The post is based at Sheldon on the Eastern outskirts of Birmingham.

Application forms and further details are available from the Head of Manpower Services, Severn Trent Water, Abelson House, 2297 Coventry Road, Sheldon, Birmingham B26 3PU. Telephone: 021-743 4222 ext. 2076/2077.

Closing date 31st January 1985.

Severn Trent is an equal opportunity employer.

SEVERN TRENT WATER

General Manager — Administration

Director Designate

c.£20,000 — *North of England*

Can you co-ordinate with flair???

★ Computer Services ★ Office Communications ★ Commercial Services
★ Manufacturing, Packaging, Warehouse and Despatch, including export documentation
★ Internal Budgeting, Cost Accountancy and Credit Control
★ Maintenance and Security of Machinery and Buildings.

We need a qualified person (male or female) between 28 and 35 who, reporting to the Main Board, can direct all of the above departmental functions.

We are a medium sized, privately owned, company in the North of England producing high quality products for a World Market. Company policy is to keep abreast of latest technology and manufacturing and office organization.

Negotiable salary with excellent benefits and an ideal opportunity for an exceptional person with drive and initiative to play a vital part in the Company's planned expansion.

Please apply in writing to Confidential Reply Service, Ref: APG 602, Austin Knight Advertising UK Limited, 35 Peter Street, Manchester M2 5GD.

Applications are forwarded to the client concerned, therefore companies in which you are not interested should be listed in a covering letter to the Confidential Reply Supervisor.

Austin Knight Advertising — MANCHESTER

Personnel Manager

c.£12,000 — *Bridgwater, Somerset*

Wellworthy Ltd., a subsidiary of the AE plc Group, is a £52m Federated engineering company producing cylinder components for the international diesel engine industry at 5 factories in the South of England.

Promotion has created a vacancy in the Bridgwater Factory for an experienced Personnel Manager who will be accountable to the local Plant Manager for all personnel, industrial relations and training matters.

The factory, which has made substantial investment in high technology plant in recent years, employs over 500 people in the casting and machining of diesel pistons.

Applicants, male or female, should be aged 28-44, be of graduate calibre, preferably with an IPM qualification. You should have several years' broad-based experience in a manufacturing environment, initially in line management, then in Personnel, with emphasis on Employee Relations.

A competitive benefits package is available, together with relocation assistance as appropriate.

Please write enclosing full CV to: Peter Thorpe, Personnel Director, Wellworthy Ltd., Lymington, Hants. SO4 9YE.

WELLWORTHY

Principal Electronics Engineer

Fairey Hydraulics Limited, a Defence Systems Company, wish to appoint an experienced Electronics Engineer to lead a small Control Systems team at their Design and Development Centre at Claverham, south west of Bristol.

This is a senior appointment with direct responsibility to the Chief Engineer. It is probable therefore that the successful applicant (male/female) will have had not less than 10 years' experience of the electronic control and management of dynamic mechanical systems used in aerospace or defence applications.

The primary role is to give innovative technical leadership to the specialist team for which you are responsible and share in the responsibility for determining the overall system definition. Through envisaged career advancement, you will also contribute to the future new business of the Company in its efforts to diversify its product range and to extend its influence in electronic systems engineering. A major activity will therefore be to envisage design concepts arising from potential customer specifications and to be responsible for costed design proposals within defined timescales. You will also liaise with the customer in association with the Company's marketing activity.

A formal engineering education and training with experience in design of analogue, digital and micro electronics is essential, as is your ability to quickly widen your experience, where necessary, to enable you to adopt a multi-disciplinary approach. In particular, you must quickly become familiar with electrohydraulic, pneumatic and electric motor actuation techniques.

Experience in the design of control system software and knowledge of relevant computer high level languages is also desirable.

An attractive salary will be offered along with other benefits including 25 days' annual holiday, contributory pension scheme, free life assurance, and relocation assistance.

Please write with full personal and career details, stating present salary, to: E. H. Brown, Personnel Manager, Fairey Hydraulics Limited, Cranford Lane, Heston, Middlesex TW5 9NQ.

Fairey Hydraulics Limited

Senior Design Engineer

Cooling Towers — *London*

Our client is a diverse, established and highly successful International Company among the market leaders in the Design, Manufacture, Marketing and Commissioning of total Power Plant Systems and Industrial Cooling Towers projects worldwide. Committed to substantial planned growth they offer a rare and key senior role.

Reporting to the Manager of the Cooling Tower Division, you will primarily determine, specify and undertake the design of all types of mechanically induced draught evaporated cooling towers to meet clients' needs. Actively involved in a small team, yet with a lot of independence, you will have Project responsibility from initial enquiry stage through client and sub-contractor negotiations to on site commissioning in the UK and overseas. Enjoying substantial professional scope in a growth business area, you will support sales activities and occasionally visit and monitor overseas licensees.

Aged between 25-35 years you should ideally possess an HNC, or equivalent, in Mechanical or Civil Engineering. Sound experience in Thermal Design relating to Cooling Towers or Heat Generating/Power Plant is essential.

An excellent salary and benefits package is offered. Where necessary, relocation assistance will be given.

For further details, applicants, male or female, are invited to write enclosing full curriculum vitae to Bob Thorpe, Stokes Thorpe & Associates Limited, 1 Fairfield Avenue, Staines, Middlesex TW18 4AB, or telephone him on Staines (0784) 59048/9 (answer phone after hours).

Senior Administrative Officer

£9,060-£9,660 (pay award pending) — *Barrow in Furness*

To head the administrative department, from 1st March '85, of Barrow in Furness College of Further Education (a group V college).

Applicants, male or female, must have appropriate professional qualifications and substantial experience in accountancy budget preparation/control and staff management.

Further details and application forms, returnable 21 January '85, from the Principal at the College, Howard Street, Barrow in Furness LA14 1LU. Please enclose s.a.e. when requesting application form.

Cumbria

A Licence to Sell

Excellent Remuneration Package + Car — *South of England*

Would you like to:
Have the satisfaction of managing your own territory? Work from home? Sell a proven market leader to a wide range of customers?
If you:
Are aged 25-35
Are self-motivated, determined and enthusiastic
Have a good track record in selling
Are ambitious and hard working
Have the ability to sell at all levels in diverse industries.

Then we would like to meet you

For 'we' are Portasilo Limited, manufacturers of the Spacemaker range of products, including the highly successful Portaloo and Portastor and are important members of a substantial and profitable group of companies. You will be selling a proven product based on a new concept in security and storage — Portastor Security Vaults.

We are looking for a high calibre sales man/woman who wants to carry on the success this new venture has already established. For our part, we will give you all the help we can, including mail shot leads and back-up material.

In addition to a good basic salary and commission, there is a company car and other benefits associated with a large employer.

If you want to be part of our continuing success story and are looking for an opportunity to develop your capabilities, then ring or write today to Mr K. Wade, Personnel Services Manager, Spacemaker Division, Portasilo Limited, New Lane, Huntington, York YO3 9PR. Telephone: York (0904) 21951.

Managing Director

Fast moving consumer goods

Sphinx Tiles Limited, a company within the Building Products Division of Reed International, has a vacancy for a Managing Director at its head office in Thatcham, Berkshire.

The Sphinx range of ceramic floor and wall tiles is recognised as being the best designed and offering the most comprehensive product spectrum in the country.

Applications are invited from marketing orientated General Managers who have significant profit responsibility for the sales of fast moving consumer durable products. The successful candidate must be able to demonstrate experience of both gaining and holding market share with multiple retailers, D.I.Y. multiples and specialist retailers.

Terms and conditions of employment are first class and will include assistance with relocation expenses should this be necessary.

Send detailed career history together with reasons that make you that exceptional man or woman that I am looking for.

D. G. T. Travis, Personnel Director, Reed Building Products Ltd., 204 Great Portland Street, London W1N 6AT. Tel: 01-388 7631.

Inventory Management

Up to £14,500 — *Scope for new ideas*

A new appointment, reflecting the growing importance of inventory control within our sophisticated manufacturing operation in Berkshire. Here we produce a range of advanced electronic products.

Your responsibilities will include investigating the impact of market forecasting/material planning and the development of procedures to control inventory levels. This will involve interface with all aspects of our business and the development of business management, materials handling and control systems.

Aged 25-35, you will need a sound practical background in similar systems covering inventory control, materials planning and production scheduling. Numeracy, confident inter-personal skills and an aptitude for problem analysis are all essential requirements.

In return, your rewards package/career prospects will fully reflect both your expertise and Mars Electronics' status as one of Europe's fastest growing electronics companies.

Interested men/women should write with full c.v. to: Mike Kay, Mars Electronics, Eskdale Road, Winnersh Triangle, Wokingham, Berks RG11 5AQ. Or telephone 0734 697700 for an application form.

MARS ELECTRONICS

Medical Adviser

Due to continuous expansion of its business in Eastern Europe, Squibb Europe Inc. requires a Medical Adviser for this region. Based at the Company's headquarters in Hounslow, the Medical Adviser will have responsibility for organising Phase IV clinical trials of marketed products, and for arranging publications, symposia and meetings related to these and other products.

Candidates must have a medical qualification and have several years experience in the Pharmaceutical Industry. Knowledge of one continental language would be advantageous.

The position involves extensive travel in the region. Patience and flexibility are prerequisites for joining a small and successful dynamic team.

The compensation package is in keeping with the position.

Applications in writing to: Mrs E. M. Brown, Human Resources Department, Squibb Europe Inc., Squibb House, 141 Staines Road, Hounslow, Middx.

SQUIBB

Software Engineer

c.£15,000

Our client, located near the Cotswolds, is seeking an innovative and creative Engineer to work in their field of non-contact gauging.

This is a senior appointment reporting directly to the Technical Manager. Applicants, male or female, should be qualified to at least BSc Hons standard, in a relevant subject, with substantial experience in the field of electronics and be capable of original design and preparation of real-time assembly-level software for microcomputers.

An appreciation of electronic hardware design would be advantageous.

Various fringe benefits are available. Reasonable relocation expenses paid where relevant.

Please reply with a full CV to: Ref: AHS 1254, Austin Knight Advertising UK Limited, Brunswick House, Upper York Street, Bristol BS2 8QN.

Applications are forwarded to the client concerned, therefore companies in which you are not interested should be listed in a covering letter to the Confidential Reply Supervisor.

Austin Knight Advertising — BRISTOL

Packaging and Control Engineering

Cadbury Schweppes

At Cadbury Schweppes we produce a wide range of confectionery and food products using highly automated production processes and diverse packaging methods and materials. Against a background of continuing investment and advancing automation we wish to strengthen our team.

Senior Design Engineer

c.£13,000 p.a. — *Packaging Systems*

Your main task will be to design, build and evaluate new items of packaging equipment. This will include the identification of development needs, monitoring latest technology, devising new technical solutions and initiating and implementing approved development programmes.

Degree qualified or equivalent in Mechanical Engineering with an appreciation of control/electronic engineering, you will have several years experience of high speed mechanism design and computer control, ideally associated with packaging. Your experience gained in carrying high quality design through into factory use along with your ability to communicate at all levels will enable you to make a real impact in our design function. Ref: 897.

Packaging Materials Scientist

c.£10,000 p.a.

Combining research and practical application you will investigate materials and new packaging concepts to develop the use of improved and more cost effective pack technology. Working with a team skilled in laboratory testing and packaging evaluation you will devise and develop new technical solutions.

A graduate, qualified in a related science, preferably chemistry or physics, ideally with membership of the Institute of Packaging, you will have had 3 to 4 years packaging experience with a manufacturer or user and a knowledge of the properties and applications of materials. Most important is the vision, creativity and innovative skills you bring with you to help us take a fresh look at our packaging policies. Ref: 898.

Control Engineer

c.£10,000 p.a. — *Process Plant and Automation*

You will assist in the design, installation, commissioning and evaluation of new control systems for manufacturing process, packaging systems and engineering services.

An Electronics/Electrical Engineering graduate, you will have had 3 to 4 years experience in the design and application of process control and automation systems using microprocessor or computer based technology. Knowledge of process instrumentation, digital control methods and industrial electrical engineering is essential along with a creative and innovative approach. Ref: 899.

All appointments (open to men and women) have scope for career growth and our employment package includes a management bonus scheme, contributory pension and generous relocation expenses to this attractive location on the outskirts of Birmingham.

Austin Knight Selection have been retained to handle initial applications. Please telephone **Barrie Witt on 021-455 6255 (office hours) or 06845 66477 (evenings and weekends)** for an application form, or write to him in confidence quoting appropriate reference at Austin Knight Advertising UK Limited, Tricorn House, 51-53 Hagley Road, Edgbaston, Birmingham B16 8TP.

Cadbury Schweppes

Eli Lilly is a major subsidiary of a US multi-national pharmaceutical group. At the Basingstoke headquarters we have vacancies for:

Industrial Engineer

Applicants should be professionally qualified preferably MIWSOM or MIProd. Eng. with experience in Work Study, cost reduction, plant layout and materials handling.

Project Engineer

Applicants should be qualified to degree level, preferably members of an appropriate Chartered Institute with experience in the Pharmaceutical or an allied industry.

Candidates (male or female) will be responsible for the design and installation of a wide range of projects and be required to work on their own initiative.

The posts provide an opportunity for innovative and forward thinking engineers who will be contributing towards new technology and future development within the industry. Experience required would suggest candidates in the age range around early 30's.

As a leading manufacturer of research based, ethical pharmaceuticals for over 100 years, Eli Lilly and Company can offer the right candidate a competitive salary and attractive benefits including non-contributory pension and life assurance, BUPA, subsidised staff restaurant and a sports and social club. Relocation assistance is also available where appropriate.

Please write or telephone for an application form to Andy Smith, Personnel Officer, Eli Lilly and Co. Ltd., Kingsclere Road, Basingstoke, Hants. RG21 2XA. Tel: Basingstoke (0256) 485370.

Sales Representatives

Electronics Chemicals — *North/South England*

Hopkin & Williams, a subsidiary of BDH Chemicals Ltd, is responsible for marketing a wide range of industrial chemicals to high technology user industries within the UK.

Owing to a rapid expansion of our business in the micro electronics field, we require two additional representatives for the promotion of the E. Merck range of chemicals sold to the electronics industry. These products include photographic and high purity process chemicals, photoresists and those used in Optical Fibre manufacture.

The successful applicants (male/female) will have a sound knowledge of chemistry or electronics ideally coupled with experience in the semiconductor manufacturing industry. Full product training will be given.

These posts both carry a competitive salary, Company car, generous allowances and a range of fringe benefits.

If you are interested, please apply in writing with a brief cv to: Mr. R. A. Jennings, Personnel Officer, Hopkin & Williams Ltd., Freshwater Road, Dagenham, Essex RM18 1QJ. Tel: 01-590 7700.

HOPKIN & WILLIAMS — FINE CHEMICALS FOR INDUSTRY

MATTHEW HALL ENGINEERING

We are one of the most successful British companies operating in the highly competitive sphere of offshore engineering. Our current heavy work-load and exciting future prospects have resulted in the expansion of the Process and Systems Department. This department encompasses both process engineering and environmental control and plays a strong support role to our Conceptual Design Group.

To meet this growth we seek to recruit Senior and Principal Engineers to lead design groups, which will interface with multidisciplinary project task forces, and Process Engineering Consultants who will provide specialist technical advice and support to projects as well as input to the Conceptual Design Group. Successful candidates will have in-depth experience of offshore design and should hold Chartered status and/or an appropriate degree.

OFFSHORE PROCESS DESIGN

Senior Process Engineers

will be able to demonstrate a minimum of five years experience within the oil/gas offshore industry.

Principal Process Engineers

will have augmented their offshore experience with specialist knowledge of commissioning, commercial or project functions.

Process Engineering Consultants

will be totally familiar with all aspects of process engineering and will show particular strength related to multi-disciplinary interfacing as well as experience with study groups.

Safety Engineers

should be familiar with the API RP 14c requirements for the production of SATs and SAFE charts and have extensive experience of the application of safety design to offshore projects.

Acoustics and Vibration Engineers

will have spent at least three years in industry following their degree, and will be of particular interest if able to demonstrate offshore experience.

Fire Protection Engineers

should hold an appropriate engineering qualification and should be able to demonstrate considerable experience in the Fire Protection industry with a minimum of four years in offshore/petrochemical applications.

Apart from these specific vacancies, we will be very interested to hear from senior engineers in any other process-related discipline.

Our package of salary and benefits is designed to attract applicants of the highest calibre and, with the continuing development of the company, candidates can anticipate excellent and challenging career prospects.

Applicants should write giving full details of their qualifications and experience to: Nigel Kent, Recruitment Department, Matthew Hall Engineering, 106 Tottenham Court Road, London W1A 1BT or telephone 01-636 3676, ext.3913 during office hours, or 01-580 5672 between 5.30pm and 8.30pm tonight and tomorrow only.

MH

British Engineering at its finest

Important management opportunities in transport and distribution.

The best New Year resolution you could make

Our client, a substantial leader in the national field of transport and distribution services, has its sights set firmly on the future. Their name is synonymous with the highest professionalism and service in a very competitive market, they place the utmost importance on expansion. Which is why, to further their success, there is now an opportunity for high calibre professionals to play a key part in the company's growth and diversification, whilst extending their own career potential.

REGIONAL MANAGER £14,000+Car

Reporting to the National Operations Manager, this involves responsibility for the effective operation and development of processing and distribution activities from two locations in Central London.

We're looking for someone – aged between 28 and 45 – with a responsible and progressive approach, who has substantial experience of industrial line management. In control of 300 people and 100 vehicles, and working in a Union environment, the Regional Manager also frequently handles senior customer contact, and must have a keen awareness of customer demands. Your managerial skills should be joined by a dedication to business development – in line with cost control needs – to meet the challenge presented by this fast-expanding organisation. Ref. C109.

NATIONAL SALES MANAGER £14,000+Car

This newly created position has enormous potential for someone demanding greater levels of achievement, involvement and reward. The company's ambition for growth determines their need for a senior sales professional who will negotiate new and maximise existing business resources, formulate expansion plans and supervise a team of high-calibre sales staff.

The right person will have considerable sales experience, preferably in the service or retail industries, and a background of negotiation with senior management at national level. Management experience is desirable, but not essential; this may well be your first step into management as you build, oversee and motivate your support team around you.

This is a demanding and complex area of selling, and market awareness, sophisticated business acumen and a high level of motivation are all essential, complementing the exceptional communication skills which we require. Contract negotiation at board level requires full understanding of the implications of selling a complete package of transit services with all its attendant variables; in return you'll have the profound satisfaction of co-ordinating, selling and closing a major contract from start to finish. Ref. C110.

Both jobs carry with them the full and generous range of benefits which you would expect from a large and successful organisation.

For an application form please write to, (listing in a covering letter any companies to whom you do not want your application forwarded), or telephone Jackie Bradley at Juniper Woolf & Partners Limited, 22 New Concordia Wharf, Mill Street, London SE1 2BB. Telephone: 01-231 7275. Please quote appropriate Reference Number.

JUNIPER Woolf

RECRUITMENT ADVERTISING · SEARCH & SELECTION

Technical Support Manager

A business software system that really counts. c.£16,000

PRICE is a sophisticated and extremely successful software package designed to cost high-capital manufactured products. Now, due to continued expansion, PRICE Systems Europe, the division of RCA devoted to its development, marketing and support, requires a Technical Support Manager.

Reporting to the Divisional Manager of PRICE Systems Europe, the role involves:

* Providing PRICE clients throughout Britain with a technical advisory and troubleshooting service.
* Adding the weight of your technical assistance to supporting marketing and sales drives.
* Writing customer specific technical reports.
* Acting as an instructor on PRICE training courses.

Clearly, your role will call for refined communication skills. In addition, our primary requirement is five years' project management experience for space, defence or commercial electronics. You'll also require a degree in engineering, computing or management, and although knowledge of parametric costing would be ideal, full training in PRICE software models will be given with initial visits to the U.S.

At RCA we call for initiative from highly motivated people, because we offer a high degree of responsibility and independence at every level, while we're quick to recognise achievement. This position carries with it all the implied scope for career advance. Your salary of £16,000 will be supported by an excellent benefits package, which includes a contributory pension scheme, free life insurance and relocation expenses where necessary.

Contact us immediately by sending your full career details to Robert Fox, RCA Services Limited, Lincoln Way, Windmill Road, Sunbury-on-Thames, Middlesex TW16 7HW. Alternatively telephone me on Sunbury-on-Thames 85511 ext. 3365 for further information and an application form.

RCA

Technology • Entertainment • Communications

Perstorp Form

UK Sales Executive

High Basic Salary — **Bucks/Berks Based**

Perstorp AB of Sweden forms a group of operating manufacturing facilities in a number of countries and distributes innovative products to virtually all markets in the world. The expanding UK subsidiary has a vacancy for a Sales Executive to set up an operation in the New Field of "Refuse Handling Systems", concentrating on Local Authorities and other public bodies.

With sole responsibility for establishing and expanding sales throughout the United Kingdom, you will report directly to the Divisional Manager. Ideally aged 25-40, and preferably with experience of selling to Local Authorities, you will need to possess the enthusiasm and initiative necessary to identify and build a platform in this exciting new market area providing systems that maximise the efficiency of refuse handling.

In return you will receive an attractive salary, 2 litre car, five weeks' annual holiday, free medical cover, pension scheme, product and sales training in Sweden and excellent prospects for personal development.

Applicants (male or female) should apply in the first instance with full written, personal and career details to Mercuri Urval Ltd, 1 College Road, Harrow, Middlesex, HA1 1YZ, quoting reference no. 500.

Mercuri Urval

Sales Director

(DESIGNATE)

North West — **Salary Negotiable, Company Car**

Our client is a progressive and successful major subsidiary of a long established British Engineering Group — a leading quality supplier to the commercial vehicle and agricultural machinery markets and expanding rapidly.

An exciting challenge exists for a dynamic sales manager who can make a significant contribution to the company's continued success. The management style is open, positive and committed to continuous growth.

Our ideal candidate will have good engineering and commercial knowledge, together with 'sharp end' skills in selling engineered products to O.E.M.'s and end users. Experience in the tractor industry would be a bonus. We will be happy to consider either young candidates 28-30, looking for a chance to grow or an experienced 'self starter' who kan zead from the front.

This is an opportunity with real prospects and conditions are those associated with a progressive company. Remuneration includes an element of profit share and will not be a barrier for the right candidate.

Please send comprehensive curriculum vitae or telephone for an application form quoting reference number DP/569 to:

Bryan Greenwood,
THE JOHN DALTON PARTNERSHIP LIMITED,
4 Post Office Avenue,
SOUTHPORT PR9 0US.
Tel: Southport (0704) 38776

(Applications are open to both male and female candidates)

THE JOHN DALTON PARTNERSHIP LIMITED
Management Selection & Recruitment Consultants

QUALITY MANAGER

SOUTHERN ENGLAND

c. £12,000

SSP Pumps Ltd., a progressive and successful company manufacturing rotary lobe pumps require a dynamic professional to manage the Quality Function within the Company.

The person appointed will work closely with senior management in providing effective Quality Assurance on a company-wide basis.

Candidates should have a relevant mechanical engineering background, and be familiar with design and manufacturing standards.

Benefits include 5 weeks holiday, private medical health, pension and assistance with relocation where appropriate.

Applications in writing to:—
The Personnel Manager,
SSP Pumps Limited,
Birch Road,
Eastbourne,
East Sussex BN23 6PQ.

NATIONAL SALES MANAGER

D.I.Y./HARDWARE TRADE

Highly successful Company, private limited, based in North West England supplying pre-packed electrical products to the D.I.Y./Hardware trade, require a person capable of setting up and controlling a National Sales team.

Reporting to the Managing Director, you will also be responsible for the handling of existing major accounts and will have strong involvement in many aspects of marketing strategy.

You will almost certainly have been involved in sales/sales management and you will be between the ages of 25 and 45.

Attractive salary and car will be offered to successful applicant. Write in first instance giving details of career to date to:—

Mrs K. M. Willey
Company Secretary
Bradley Hall Trading Estate,
Standish, Lancs.
WN6 0XQ

Operations Manager

WAREHOUSING AND DISTRIBUTION
LIVINGSTON, SCOTLAND. c £13,000 + Car

Professional management of distribution has been a major factor in our Client's successful growth throughout the UK. Regional centres service a significant geographic area and customer base through twice daily deliveries.

The Operations Manager reports to the Branch Manager and has a full day to day control of warehousing, transport and administration including stock control and an effective tele sales team. Operations are highly computerised. Total staff is in the region of 100.

Applicants, in their 30's, must have a successful management background in a major fast moving distribution or retail environment. The ability to motivate and manage a large workforce and to contribute to the planning and development of a multi million pound business is essential.

REWARDS: Employment conditions are excellent and include a company car and assistance with relocation where necessary.

Applicants of either sex apply in confidence. **Ref: 976.**

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AIRCRAFT SALES EXECUTIVE

Reporting to the Aircraft Sales Manager, you will be given the opportunity to establish and develop a client list within the U K for the company's Piper Cheyenne turbo-prop distributorship.

You must be prepared to work with a minimum of supervision and be strongly motivated to achieve results in a difficult and highly competitive market.

An attractive basic salary plus commission is offered along with a company car scheme.

Proven sales experience is essential and a knowledge of the business aviation industry would be a distinct advantage.

Applications in writing accompanied by CV to:—

R. V. Vanderhook, Administration Manager, McAlpine Aviation Limited, Luton International Airport, Luton, Bedfordshire, LU2 9NT.

McALPINE AVIATION.

EXPORT SALES EXECUTIVE

We are a successful and substantial private company comprising two divisions. Based in Chesterfield adjacent to the beautiful Derbyshire countryside, our Dressings Division manufactures and markets baby care, feminine hygiene, dressings and bulk non-woven products to both retail and medical markets.

We are looking for an Export Sales Executive, who will report directly to the Export Sales Manager. You must have at least three year's previous experience in an Export Sales function, to sell and promote our products in specified overseas markets, initially Middle East and Africa. However, regional responsibilities may change from time to time.

In addition to direct sales trips and control of distributors' performances, you will be expected to undertake overseas exhibition work, and prepare quotations and tenders as well as export correspondence from the Chesterfield base.

You should be aged approx. 25 to 35, male or female, and educated to at least A-level standard. Fluency in at least one foreign language is required, as is an in-depth knowledge of export sales procedures and documentation. You must be highly self-motivated yet diplomatic, with determination to achieve sales targets.

An average of 3 months per year will be spent overseas but trips will not exceed 4 weeks' duration.

Salary and benefits including a company car are excellent, and future prospects first class.

For further information, please write to:
Mrs. D. Bradley, Personnel Training Manager, Robinson & Sons Ltd., Wheat Bridge, Chesterfield, Derbys. S40 2AD.
Tel. No: Chesterfield (0246) 31101.

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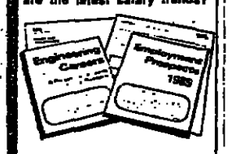

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AMBITIOUS SALES PROFESSIONAL

...TO DEVELOP NATIONAL ACCOUNTS

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We are market leaders supplying construction and other industries with an impressive range of fastening/fixing products. To increase sales penetration we now wish to reinforce our London based national accounts sales team by bringing in proven 'blue chip' sales flair. We're looking for an ambitious, innovative approach coupled with well developed negotiating skills.

This is a results orientated sales job in a competitive industry requiring a marketing approach to identify and exploit new business potential. A stimulating opportunity to join a company offering excellent scope for career development.

Write with c.v. and salary details or telephone for an application form to: The Personnel Department, Hilti (GB) Ltd., Hilti House, Chester Road, Manchester. M16 0GW. Tel: 061-872 5911.

HILTI

INTERNATIONAL SALES

ibp

AGRICULTURAL COMMODITIES

IBP International Inc., a subsidiary of a major U.S.A. processor of agricultural products, is expanding its sales and trading organisation in London.

As a Regional Marketing Specialist, the successful applicant will be responsible for direct sales, increasing market penetration, expanding the customer base and introducing new products into Europe, Middle East and Africa.

Candidates should have a strong interest in international commodity trading. Experience in overseas sales and exposure to agricultural products will be beneficial. Fluency in at least one major Continental language is required.

IBP offers a highly competitive remuneration package and significant opportunity for professional growth in an exciting business environment. Candidates should apply in writing describing in detail their work, education and professional experience. All applications will be held in confidence.

Write to:

Managing Director
IBP International Inc.
Albany Courtyard
47/48 Piccadilly
London
W1V 9AH

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A Challenging, Broad and Rewarding Opportunity for...

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Circa £12,000+Car
South West

Our client, a major Company in the world of fluid handling are the exclusive distributors for an extensive range of spray nozzles and associated equipment.

Due to Company development and expansion they now require a first class Sales Engineer to maintain and develop their tremendously important South Western region.

Reporting to the Field Sales Manager, you will be part of a dedicated and enthusiastic team which our client has committed to being 'the very best in the industry,' selling what is recognised to be the 'very best available equipment'.

Candidates, male or female, should understand the basic physics of fluid handling, have had a first class sales training and track record with a major organisation, preferably in the industrial sector and be aged 28-38. Individuals who are currently Application Engineers in fluid handling with sales experience could also be considered.

The remuneration package consists of a high basic salary, of £10,500 per annum and a bonus which for on-plan performance will yield a total of £12,000 per annum. Very good fringe benefits such as a non-contributory pension plan, Cavalier 1600 GL and several allowances are also in the package.

We are looking for an individual who wants to develop a career with our client – not somebody who merely wants a change of job. If you are that person send an up to date CV or telephone for an application form to: Timothy Read, Moxon Dolphin & Kerby Ltd, 8 Mathew Street, Liverpool L2 6RE, telephone number: 051-236-1724, quoting reference number 2517. Interviews will be held regionally.

MOXON DOLPHIN & KERBY LTD

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Excellent salary and benefits

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Foster Wheeler is one of the world's largest and most successful process plant design, engineering and construction contractors – undertaking major, multi-million pound projects in all parts of the globe. We now require the following key people to join our Headquarters design team in Reading and various UK and overseas construction sites.

Planning Engineers
Assisting with the preparation of schedules for varied projects you will also carry out the control and monitoring procedures necessary to advise management and ensure effective completion on time. Previous experience in a planning role within a similar contracting industry is essential. An engineering qualification would be an advantage.

Cost Engineers
You will be involved in the preparation of budgets, implementation of cost engineering procedures and advising management on project costs to ensure effective cost control. Previous experience in cost engineering within the petrochemical contracting or related industries is necessary. An engineering qualification would be an advantage.

Construction Cost & Planning Engineers
To work at our sites in the UK and abroad on construction or shutdown projects as a member of our management team using on-site mini/microcomputers. Experience with Artemis desirable.

For further information and an application form please contact Rosemary Manning, Manpower Adviser, Foster Wheeler Energy Limited, Foster Wheeler House, Station Road, Reading, Berkshire RG1 1LX. Tel: (0734) 585211.

Foster Wheeler Energy Limited

Sales Professional

Meat Processed Products

A unique development role.

Our client is well established and a key supplier to the meat processing industry. They now wish to expand their operation to capitalise on the quality of their products and the opportunities that exist.

To spearhead this sales drive they have created a position for a specialist sales professional to become divisional national Sales Manager. Candidates should have a technical knowledge of the meat industry backed by a proven sales track record within the processed food market. Reporting to the International Sales Manager you will search out new customers, achieving targeted sales with them, as well as developing business with existing clients. You will need to have all the qualities of the successful sales person: self motivation, independence, confidence and good organisational and communication skills.

As the market develops, you will have ample opportunity to advance your career and achieve personal recognition. In return for your expertise and commitment, our client is willing to offer an extremely competitive salary allied to a highly attractive benefits package which includes a company car and commission scheme.

Applicants should either telephone for an application form or send a full c.v. to: Philip Johnson, Moxon Dolphin & Kerby Ltd., 178-202 Great Portland Street, London W1N 5TB. Tel: 01-631 4411 quoting ref: 2513.

MOXON DOLPHIN & KERBY LTD

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London & UK.

As a result of planned expansion, our Client the Dixon International Group of Companies, requires two Sales Engineers to promote the products of SK Bearings Limited and Sealmaster Limited. Whilst one will be responsible for the Greater London area, the other will be required to follow up sales leads throughout the rest of the UK.

Promoting products such as structural bearings, laminated bridge bearings, intumescent fire protection seals, and weather and draught seals to architects, specifiers, consulting engineers etc., you will need a proven track record of selling a technical product in a similar environment. It is expected that you will be qualified to at least ONC level in mechanical engineering as well as being a self-motivated professional.

In addition to a highly competitive starting salary, the remuneration package also includes a company car, pension scheme and membership of BUPA.

Please apply in writing giving full details of your career and achievements to date, and quoting ref: 286/20 to Alan C. Martin, Regional Director, South Eastern Region, PPC Limited, Orchard House, 1 Orchard Lane, Huntingdon, Cambs PE18 6QT. Tel: (0480) 41 11 11.

Professional Personnel Consultants Limited.

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Huntingdon.

Our Client, Topper Cases Limited, the internationally known leading U.K. manufacturer of specialist cases (instrument, tools, sample, medical equipment etc.) seeks a Sales Manager who will report directly to the Managing Director.

The Company, part of a large U.K. based Group, expects the position to develop towards a Directorship within one year and with prospects of advancement to a more senior level.

The successful applicant, who will have a proven record of field sales and marketing in the broad sense, will be aged 35-45 and be dynamic and aggressive in undertaking sales, whilst successfully managing, controlling and motivating others.

Please supply full details of your career to date, including quantifiable sales results, to David Hutchinson, Personnel Consultant, quoting reference no. 289/20, PPC Limited, Orchard House, 1 Orchard Lane, Huntingdon, Cambs PE18 6QT. Tel: (0480) 41 11 11.

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Major Contract Services Company

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London

A livewire Personnel Manager is required for the major division of a publicly quoted contract services company.

This demanding appointment calls for a rare blend of toughness, diplomacy, mental agility, and self-motivation.

Reporting to the Managing Director the post offers a negotiable salary, 2.3 Sierra Ghia including petrol, and an opportunity to participate in the commercial management of a reputed and dynamic organisation.

Applicants with a general personnel background that must include a thorough exposure to current employment legislation, should write or telephone for a comprehensive package of written information to: Stephen Herbert, Moxon Dolphin & Kerby Ltd, 178-202 Great Portland Street, London W1N 3TB. Tel: 01-387 6667 quoting ref: G427.

MOXON DOLPHIN & KERBY LTD

Technical Sales Professional

Wear Resistant Coating

West London

Dowty Electronics is one of Britain's most successful and rapidly expanding high technology companies. At the Controls Division in West London we have developed a unique and effective wear resistant coating process to enhance the performance and life of various tools and components. Its success has created an exciting opportunity for a capable Technical Sales Professional to lead the sales drive into new areas of business established by the undoubted potential of the product.

The successful candidate will be qualified to HNC/Degree level in Mechanical Engineering, Metallurgy or Chemical Engineering and will have had several years' experience in sales, marketing or a related commercial role. Of key importance is that you are a self-motivated individual, able to operate on your own initiative within a pressurised sales environment. You should be able to demonstrate well-developed communication and decision-making skills plus the ability to establish effective relationships with customers.

The role, while primarily UK based, will involve some overseas travel. In addition you will enjoy all the advantages of being in at the start of an exciting new product drive with a major organisation – an attractive salary, company car, generous benefits plus genuine prospects for career development.

In the first instance please send a full cv or telephone for an application form to- Mr R. K. Wilkinson, Personnel Manager, Dowty Electronics Ltd., 136 Mansfield Road, Western Avenue, Acton, London W3 0RT. Tel: 01-992 3434.

DOWTY

Analytical Instrument Sales

Southern Home Counties

Varian Associates Limited is a world leader in the design, development and manufacture of scientific instruments. We now have a vacancy for a Sales Engineer to promote sales of GC, LC, AA, UV-VIS instrumentation in the Southern Home Counties.

Candidates should have a degree or equivalent in chemistry or a related science and previous experience in selling analytical instrumentation would be an advantage. We are seeking mature, independent people with a high degree of self motivation and strong sales orientation.

An attractive salary is negotiable for this position, which offers excellent benefits, including company car. Full product training will be provided at our European offices and in the UK. Assistance with relocation expenses, to a suitable location, will be given where appropriate.

If you meet our job requirements and are keen to join a successful team, please apply in writing giving details of current remuneration to Mrs A. J. Poague, UK Personnel Representative, Varian Associates Limited, 28 Manor Road, Walton on Thames, Surrey KT12 2QF.

varian

Packaging Development Opportunities

circa £9,200 rising to £10,600 plus bonuses

Achieving success through high product quality and corporate professionalism, our client is enjoying rapid growth. A member of an internationally renowned group, they are market leaders in their field and are currently making major investment to develop a unique new concept in packaging. As part of their investment plans, they are now looking to strengthen their technical research and development team, providing exciting career opportunities for two packaging professionals, who will play an essential role in enabling their new product to realise its enormous market potential.

Packaging Technician
You must have a sound technical knowledge of material construction and print systems, together with experience in packaging and sealing systems, for your role will be centred on identifying areas in which to raise the cost effectiveness of laminate and sealing technology systems. Involved in novel pack construction and in developing computerised systems for your projects, you will find this role offers first class opportunities of variety and challenge.

Ideally aged in your mid twenties, you must be qualified to at least HND level in a science discipline with two years' relevant experience and able to display strong communication skills, self-discipline and a creative approach.

Packaging Engineering Technician
Responsible for the planning, control and implementation of projects within the Packaging Development Department, you will work closely with a team of engineers on a number of major new areas. A creative problem-solving approach and 1-2 years' experience in the design and manufacture of packaging is important to success in this role. You should also hold an engineering degree, preferably in mechanical engineering or a related field and have knowledge of relevant technology.

Interested applicants should send their cv immediately to Kim Crawford, Moxon Dolphin & Kerby Ltd., 178-202 Great Portland Street, London W1N 5TB quoting ref: DT/4212/KC. Please state in a covering letter any companies to whom you do **not** wish your application forwarded.

MOXON DOLPHIN & KERBY LTD

Materials Scientist

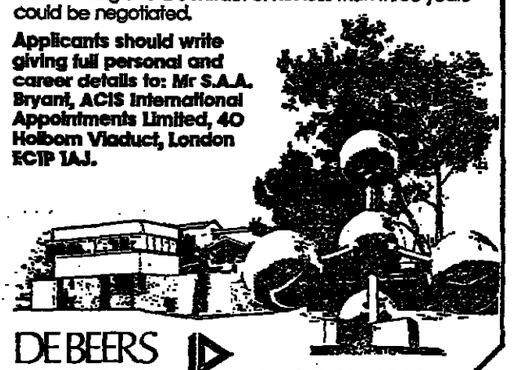
South Africa

De Beers Diamond Research Laboratory based in Johannesburg, is engaged in research into the manufacture of sintered diamond composites, synthetic diamond and other superhard materials. Behind the highly specialised research techniques used in the production of these materials, are teams of talented research scientists from a wide range of disciplines.

We are looking for a Materials Scientist with a post-graduate qualification, preferably a Ph.D. The successful applicant who must be a good experimentalist would be involved in detailed investigations into the physical and chemical properties of materials used in the manufacture of superhard products. A specialised knowledge of carbonaceous materials would be an advantage.

Passages for the successful applicant and immediate family will be paid in full, and other benefits include ● general allowance for transportation of effects ● accommodation and car hire provided free for up to 1 month after arrival ● settling-in allowance of one month's salary (tax free) ● generous leave ● pension and medical aid schemes and ● free dining facilities. The attractive negotiable salary will ensure a high standard of living and a contract of not less than three years could be negotiated.

Applicants should write giving full personal and career details to: Mr S.A.A. Bryant, ACIS International Appointments Limited, 40 Holborn Viaduct, London EC1P 1AJ.



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Innovative Chemist for Product Research

Gillette Industries Limited

Gillette's well-known range of toiletry products includes household names like Right Guard, Adorn Hair Spray, Lightwaves Home Perm, Foamy Shave Cream and Silkience Shampoo and Conditioner. The success of these, and other product lines, is based on innovation through extensive R & D activity in the Company's laboratories.

We are seeking a creative and self-motivated chemist to strengthen our Research team in the Corporate laboratory based at Reading. This team plays a vital role in the new product activities of the Chemical Products Group which, although primarily concerned with toiletries, is also involved in most other areas of the Company's business.

Candidates should be qualified to at least honours degree standard in chemistry, or bio-chemistry. They should have had enough experience in the Toiletries, Cosmetics or Household products industries to have developed a sound understanding of the scientific base for such products and appreciate the market potential of well oriented research work. Experience in liaison with Marketing staff is desirable.

We are offering a competitive salary, negotiable according to experience, and a generous benefits package, which includes a Christmas bonus, 5 weeks' holiday a year, sickness benefit, and contributory pension and life assurance schemes. Assistance with relocation will be offered where appropriate.

Prospects will be excellent for an individual with the technical skill and personal qualities to inspire and guide others.

To apply, please write, enclosing your c.v., to: Derek Garratt, Personnel Manager, Gillette Industries Limited, 452 Basingstoke Road, Reading, Berkshire RG2 0QE.

Senior Management Opportunities in Retailing

London & North of England
Attractive Salary + Car

K Shoes Limited is a manufacturing, wholesaling and retailing subsidiary of the C. & J. Clark Group of Companies.

The appointments are with K Shoe Shops who have a good growth and profits record, operating through about 250 outlets, mainly in the U.K. but with a few shops in Holland.

These opportunities for a few high calibre, young managers are due to forthcoming retirements and planned promotions.

JOBS/TRAINING: To manage, following an intensive 3 months induction programme, a group of K Shoe Shops, likely to number up to 15 within 9-15 months.

QUALIFICATIONS/EXPERIENCE:
- Applicants should be aged 25-32, with a minimum 'A' level education and preferably a University Degree.
- Not less than 2 years' experience in retailing preferably with first line management experience.
- Drive, resilience and numeracy essential.

BENEFITS: Depending on previous experience, and potential, we offer a good salary, company car, excellent (contributory) life assurance and pension arrangements, together with relocation costs where applicable.

INTERVIEWS: These will be arranged locally where possible.

Male or female applicants please write or telephone with brief details for an application form to: Jeff Stretch, Personnel Director, K Shoes Ltd., KENDAL, Cumbria LA9 7BT. Telephone: Kendal (0539) 24343.

K SHOES
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Technical Procurement

MAJOR INTERNATIONAL OIL COMPANY

London — **Circa £17,000**

These are exceptional opportunities to join one of the world's leading oil companies and result from the expansion of the plant and equipment procurement function for its North Sea exploration and production operations. They are key positions within major project teams and offer the possibility of exciting prospects worldwide.

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SENIOR TECHNICAL BUYER–Rotating Equipment Ref. No. 726/DT
SENIOR TECHNICAL BUYER–Fabricated Equipment Ref. No. 727/DT

Controlling a supporting team of buyers, each position will be responsible for the procurement of major equipment packages within their relevant disciplines where the total material content value of the projects could exceed £100m.

The successful candidates, ideally graduates, will combine technical expertise with commercial flair and demonstrate the capability to deal with senior project management. A sound working knowledge of engineering procurement is clearly essential in addition to practical experience gained in a relevant engineering discipline. Evidence of these qualities will take precedence over age considerations.

Based at the various project locations in London, the positions, which may require travel overseas, carry all the benefits associated with a major oil company.

For a confidential application form, male or female candidates should ring or write quoting the appropriate reference number. Telephone 01 493 1332 or outside office hours 01 485 8833.

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TACK is the country's leading management and sales training organisation. We are part of a highly diversified British industrial and commercial group and we operate in 30 countries. Our clients range from the largest multinationals to the smallest private businesses.

We are looking for a qualified accountant (or banker) to expand our dynamic financial training team, who specialise in training managers at all levels to understand and make use of financial information.

Most of our best Training Consultants never planned to work as trainers.

Maybe you will be the next person to join our team of professionals, even if you have never been in training before?

To be successful – you will have a recognised financial qualification or an MBA specialising in finance and accountancy.
– you will be an excellent verbal communicator, able to relate to executives at all levels in business.
– you will live in or around London.
– you will be aged 25–40.

Please send, in complete confidence, brief personal/career details (including present salary) and a telephone number where you can be contacted, to: Eric Fillinger, Managing Director, TACK Training International, TACK House, Longmoore St., London SW1V 1JJ.

TACK

Closing date for Police Graduate Entry Scheme: January 25th.

Because of the complex problems of today's society the Police have an increasing need for highly qualified men and women.

The 'Graduate Entry Scheme' is designed for people considered to have the potential for accelerated promotion to the rank of Inspector and beyond early in their career.

You may apply if you are a graduate, or in the final year of any full-time degree course. You must also be under 30 years and meet the physical requirements.

To discover more about a Police career, and salary levels contact your Careers Adviser or send in this coupon. But don't delay.

Final closing date for applications is 25th January 1985.

To Supt. John Harris BA, Room 553, Home Office, Queen Anne's Gate, London SW1H 9AT. Please send me your new booklet on Careers for Graduates in the Police.

Name _____ Address _____
_____ Age _____
University/Polytechnic/College _____
My Degree Course _____ Ends _____
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POLICE OFFICER
IF YOU'VE GOT A LOT TO OFFER US, WE'VE GOT A LOT TO OFFER YOU.

FURTHER ANNOUNCEMENTS APPEAR TODAY ON PAGES 8, 9, 10, 11, 12, 13 & 14

Sport...ON 3 PAGES

SWEEPS HURDLE FIRST GUIDE TO SCHWEPPES

By HOTSPUR

SATURDAY's Sweeps Handicap Hurdle at Leopardstown assumed increased importance with yesterday's publication of weights for the Schweppes Gold Trophy at Newbury on Feb. 9. A comparison of the handicaps reveals a major divergence of opinion between the two sets of officials.

Ten of the 75 Schweppes entries figure among the 23 four-day acceptors for the Sweeps Handicap Hurdle. The English handicapper has a less high opinion than his Irish counterpart about seven of them.

Desert Orchid, joint Schweppes top weight with See You Then, and Rare Duel figure on the same mark in both races, while Northern Game, the Triumph Hurdle winner, is rated 2lb higher in the Newbury handicap.

The most significant apparent underestimation by the English handicapper concerns Rosical, ante-post favourite for the Sweeps Handicap Hurdle.

Rosical, whose trainer Michael Cunningham first came to prominence *in Britain* when landing a gamble with Irish Fashion in the 1976 Schweppes, receives an extra 6lb from Desert Orchid compared with Saturday's race.

Progressing from maiden events to good-class handicaps, Rosical completed *a four-timer* last season. He reappeared at Leopardstown on Dec. 28 to finish two-lengths second to Yankee Princess.

Informative debut

The Irish RACING CALENDAR records Rosical's informative seasonal debut with the comment: "Smooth run to lead on landing last; soon headed; stayed on; hands and heels," while noting that having opened 6-1 in the betting he started at double those odds.

History hardly gives Rosical an outstanding chance in the Schweppes, the last two runnings of which have featured the unsuccessful appearance of the Sweeps Handicap Hurdle winner. For Auction, also trained by Cunningham, was fourth to Donegal Prince in 1982, and Fredcoteri 10th to Ra Nova last year.

Ra Nova is absent from this year's entries, but 11 of the 1984 field reappear, including Stans Pride, who was beaten three lengths into second place. Stans Pride, who will attempt to become the first mare to win the Schweppes, is handicapped 9lb above the weight she carried a year ago.

John Jenkins has helped to reveal to an interesting point of handicapping by entering his four-year-olds Beat The Retreat and Wing And A Prayer, both owned by David Steele and successful at Sandown Park last Saturday. Beat the Retreat is weighted to concede 4lb—an opinion open to argument.

Only one four-year-old has been placed in the Schweppes, with Moonlight Bay carrying 11st into fourth place behind Indianapolis in 1975 before going on to win the Triumph Hurdle.

If Saturday's Ascot meeting becomes a weather casualty, John Francome will head for Leopardstown to take four mounts for trainer Bu*r*y Cox, including Bay Trix in the Sweeps Handicap Hurdle.

Esp*rit du Noir,* the much-travelled runner-up to Sun Princess in the 1983 St Leger, is being syndicated to stand at Alec Head's Haras du Quesnay

Two meetings called off

Racing continues in the grip of winter with today's meetings at Southwell and Wincanton called off yesterday because of frost and snow, and tomorrow's fixtures at Ascot and Hereford in serious doubt. Today's Punchestown card in Ireland is *subject to a 7 a.m. inspection.*

Hereford offer little hope of surviving today's 9 a.m. inspection, but Ascot, where racing is also scheduled for Saturday, will delay a decision until 3.45 p.m. Saturday's Market Rasen fixture *is in jeopardy because of frost* and there will be a 10.30 a.m. inspection tomorrow.

Prideaux Boy, right, jumps the last flight with Rushmoor on his way to winning at Sandown Park last month. The pair are expected to renew rivalry in the Schweppes Gold Trophy.

Punchestown Racing

Gerry Doyle may gain first victory

By OUR IRISH RACING CORRESPONDENT

GERRY DOYLE, who has shown consistent form in seven outings over fences, looks ready to gain his first success in the Thornton Novices' 'Chase (2.15) at Punchestown today.

Tom Nicholson's seven-year-old is apt to make jumping mistakes, but that remark applies to several others in this field.

Gerry Doyle ran the useful Orient Sunset to two and a half lengths despite sketchy fencing at Leopardstown last time and a reasonably smooth round here should enable him to outpace his opponents.

Vulbuck, brought down in the early stages of his most recent race at Leopardstown, has claims by virtue of his sixth to Boreen Prince at Gowran Park previously, but most opposition to Gerry Doyle may come from Lucky Spa, who was going well when he fell at the third-last fence in the race won by Papa's Buskins at Fairyhouse on New Year's Eve.

Armonit, a useful hurdler when trained in England last season, made a fine start to her Irish career with a six-length success at Navan in November. She held a clear lead when falling at the fourth-last over the same course last month and can confirm her liking for soft ground by landing the Fairyland Handicap Hurdle (3.15).

Aubaine is likely to start a warm favourite for the E M F Mares' Hurdle Qualifier (2.45), following her second to Ardexit in a big field at Leopardstown last time, but she may find one *too good in Catherine Bridge,* who has been showing smart form in bumpers' races.

Michael Cunningham may complete a double with Friendly Face (Bull Hill Novices' Handicap Hurdle, 1.15) and Grand Warrior (Martinstown N H Flat Race, 3.45). Monanore is fancied to round off a hat-trick in the Carrick Hill Handicap 'Chase (1.45).

Kelso Racing...

TUCK IN TREBLE FORM

PHIL TUCK rode the third treble of his career when racing returned to the North after a seven-day enforced break when Kelso staged the first meeting of the week in Britain yesterday.

Tuck got off the mark in facile style on Miss Goldingay in the Maxton Novices' Hurdle (Div I), but had to work much harder on his next two winners Inkling and Bickerstaffe.

Mick Easterby's Miss Goldingay had 10 lengths to spare over Amadis, but he and Tuck had some uneasy moments after Bickerstaffe beat Colonial Charm by half a length in the second division of the event.

Bookmakers offered 11-8 against Bickerstaffe's keeping the race after *Colonial Charm's rider* John McLaughlin objected for "squeezing me in on the run-in." After a lengthy inquiry the result was allowed to stand.

Cheltenham target

Inkling had only a short head to spare over Jockambel in the Klix Drinks Novices' 'Chase, but the gelding remains a probable for Cheltenham's Sun Alliance 'Chase if the ground is soft.

Tuck's treble, which took him *to 26 for the season* and puts him on target to beat his career best of 41 set last year, would have been a four-timer had his mount Earls Brig not found Fox-U-More too strong for him in the closing stages of the Stewart Wight Memorial Handicap 'Chase.

The pair battled it out over the last four fences until Fox-U-More forged ahead approaching the final fence. He held the sustained challenge of Earls Brig by a length and a half to initiate a double for Mr Peter Dun, also successful on Modtech in the Bantel Stakes National Hunt Flat Race.

Fisher hopes

Treilena provided Roger Fisher with his 13th victory of the season when making almost all the running to land the Duns Handicap 'Chase by threequarters of a length from Press Gang, ridden by Peter Dun's brother Geordie.

Fisher, whose Ekbalco finished runner-up to Donegal Prince in the 1982 Schweppes Trophy Handicap Hurdle, hopes Flarey Sark will go one better at Newbury on Feb. 9. He said yesterday: "Flarey Sark has about the *right weight with 11st 1lb and expect he will run in the Haydock* Park Trial before Newbury.

YESTERDAY AT KELSO

Going: 'Ch GOOD TO SOFT; Hdls SOFT

12.45: GRANTSHOUSE CONDITIONAL JOCKEYS' H'CAP H'DLE £557 2m
TOT ch g Dragonara Palace—Silver Cygnet (T. Gledson) 5 11-7 D. Thompson ... 12-1 1
ISLAY MIST b g Lord Gayle—Islay (V. Shields) 9 10-4 R. Ray ... 16-1 2
EMANDAR b g Abwah—Double Bank (H. Ryder) 6 11-10 S. Turner ... 8-1 3
Also: 4F French Nephew (u.r.), 5 Holly Booy (u.r.), 11-2 Tarchin (4th), 8 Shumbard (p.u.), 12 Raby, 14 Brockley Belle (f), Scotfen (6th), 33 Avgerinos (p.u.), Manz Brig, Heckley Hinny, Secret Minstrel (5th). 14 ran. ¾l, ½l, 2l, ¾l, ¾l. (Denys Smith, Bishop Auckland.) Tote: Win, £12·30; places, £4·30, £2·70, £4·30; Dual F'cast: £70·20. SPSF: £162·79. Tricast: £1,454·75.

1.15: DUNS H'CAP 'CH. £1,146. 2m 196y
TROILENA b m Troilus—Strowena (R. Conn) 9 10-6 J. D. Doyle ... 11-1 1
PRESS GANG gr g Precipice Wood—Beige Etoffe (A. Duncan) 10 10-7 T. G. Dun ... 17-2 2
VEILED CITY b g Belgrave—Naomi (F. Storey) 9 12-2 B. Storey ... 11-1 3
Also: 4-5F Kevinsfort (p.u.), 4 Super Solo (4th), 9 Polers Smartie (6th), 50 Colonel Creole (5th). 7 ran. ¾l, 2l, 13l, 15l, 5l. (R. Fisher, Ulverston.) Tote: Win, £16·60; places, £6·80; £3·10; Dual F'cast: £35·80. SPSF: £84·16.

1.45: MAXTON NOVICES' HDLE (Div. I) £532 2½m
MISS GOLDINGAY ch f Hot Spark—Petoria (Mrs P. Wragg) 4 10-0 P. Tuck ... 5-4F 1
AMADIS b g Amboise—Metis (J. Airton) 5 10-11 Mr G. Harker ... 4-1 2
BORDER TINKER gr g Pongee—Lakeland (D. MacDonald) 6 10-11 M. Barnes ... 16-1 3
Also: 5 Stone Jug (5th), 6 Flying Oats, 14 Mirage Prince, 16 Arpal Dash, 25 Mr Nash (6th), 50 Gold Lamn (4th), Harbour Music, Shirlstar Buyaboy, The Newton Star (p.u.). 12 ran. 10l, 15l, 5l, 10l, 6l. (M. W. Easterby, Sheriff Hutton). Tote: Win, £2·00; places, £1·00, £1·90, £2·00; Dual F'cast: £6·70. SPSF: £7·04.

2.15: KLIX DRINKS NOVICES' 'CH £1,123 3m
INKLING gr g Sayfar—Inklet (Mrs E. Wilmot) 8 11-10 P. Tuck ... 5-4F 1
JOCKAMBEL br g New Brig—Mee (D. Thomson) 8 11-13 D. Coakley .. 11-4 2
SPRINGWOOD b g Cagirama—Admiral's Rose (A. Eubank) 8 11-3 J. L. Goulding .. 50-1 3
Also: 9-4 Namorate (4th), 16 Hammelmoor (p.u.), 25 Minnie Burgh (fell—rmtd 6th), 50 Super Tony (5th). 7 ran. Sh hd, 15l, 3l, 25l, dist. (H. Wharton, Wetherby.) Tote: Win, £1·60; *places, £1·20, £2·60: Dual F'cast:* £5·10. SPSF: £5·09.

2.45: MAXTON NOV HURDLE (DIV. II) £553 2½m
BICKERSTAFFE br g Workboy—Sicilliana (J. Griffin) 4 10-13 P. Tuck . 15-8F 1
COLONIAL CHARM br m Rarity—Gall Time (M. Clohessy) 5 10-13 J. McLaughlin . 3-1 2
TOMMY GB b g Le Coq D'Or—Border Gypsy (Mrs J. Miller) 6 11-4 M. Dwyer ... 13-2 3
Also: 5 Maunby Prince, 12 No Ransom, 20 Golden Fame, 25 Dieam Barnes (5th), Wild Tales (6th), 33 Bounty's Clown, Highway Gold (p.u.), Collslace, Faskin, Pamathyst, Miss Jay Cee (4th). 14 ran. ½l, 7l, ½l, 10l, ½l. (M. W. Easterby, Sheriff Hutton.) Tote Win, £4·10; places, £3·20, £1·00, £2·00; Dual F'cast: £6·90. *SPSF: £8·46.*
After an objection by the second to the winner the result remained unaltered.

3.15: STEWART WIGHT MEMORIAL H'CAP 'CH £1,154 3m
FOX-U-MORE br g New Brig—Wynsomemore (Mrs M. Nisbet) 8 10-0 Mr P. J. Dun 9-4F 1
EARLS BRIG br g New Brig—Naughty Tara (W. Hamilton) 10 12-7 P. Tuck .. 11-4 2
LITTLE FRENCHMAN b g Tempo—Morning Sun (E. Robson) 12 10-9 C. Pimlott . 5-2 3
Also: 9 Snow Blessed (6th), 14 Bush Guide (p.u.), Solo Sam (5th), 33 Good To See You (4th), Commagh. 8 ran. 1½l, 15l, 1½l, 1½l, 8l. (K. Oliver, Hawick.) Tote: Win, £2·70; places, £1·20, £1·00, £2·70; Dual F'cast: £3·90. SPSF: £8·53.

3.45: BANTEL STAKES NATIONAL HUNT FLAT RACE £531 2m
MODTECH b g Deep Run—Knockalippaun (J. S. Wilson) 4 11-0 Mr P. J. Dun . 8-1 1
CHIEF JESTER gr g Warpath—Greters Folly (Mrs S. Sheppard) 5 11-10 D. Leadbitter . 7-2F 2
BORDEAUX ROUGE b g Crimson Beau—Celebrate (R. Cunningham) 4 10-7 M. Hill . 8-1 3
Also: 5 Proud Con (4th), Arizona (5th), 10 Jeffrey Graham (p.u.), 14 Ma White Chief (6th), Sonny One Shine, 16 Who Sir Me Sir (p.u.), 20 Lochar Brig, Winterley, 33 Random Time, Tollycanna (p.u.), Fellow Time (u.r.), Malandot (f), Kambaldas Boy, Master Rickie, Forlorn Molly. 18 ran. 10l, 1½l, 2l, 12l, 5l. (J. S. Wilson, Ayr). Tote: Win, £4·70; places, £2·80, £1·30, £2·20; Dual F'cast: £22·40. *SPSF: £34·45.*
PLACEPOT: £61·95.

23 IN SWEEPS

The 23 acceptors for the Sweeps Handicap Hurdle run over 2 miles at Leopardstown on Saturday are:

Desert Orchid, 6 12-0 (C. Brown), Fredcoteri, 9 11-13 (T. J. Taaffe), Gay's Delight, 7 11-11 (—), Dark Ivy, 9 11-9 (—), Prideaux Boy, 7 11-5 (J. O'Neill), Northern Game, 5 11-4 (—), Charlie's Cottage, 5 11-2 (—), Bay Trix, 8 11-0 (J. P. Byrne), Another Shot, 7 10-13 (—), Rosical, 6 10-12 (K. Morgan), Eamons Owen, 8 10-11 (—), Northern Trial, 5 10-10 (R. Dunwoody), Racing Bloom, 8 10-10 (F. Berry), Bartres, 6 10-9 (T. Morgan), Drive On Jimmy, 7 10-0 (—), Jade And Diamond, 7 10-9 (R. Chapman), Herbert United, 6 10-6 (—), Yankee's Princess, 6 10-4 (P. Hynes), Trinity Bug, 6 10-2 (T. Carmody), Shine Your Light, 5 10-1 (—), Bonalma, 5 10-0 (—), Rare Duel, 5 10-0 (—), Bansel Reg, 5 10-0 (—).

Rugby Union

Dintrans follows Rives on to European stage

By JOHN MASON

FRANCE, whose eight other selectors are inclined to follow the firm lead set by Jacques Fouroux, the coach, are unchanged for their opening match of the International Championship against Wales in Paris on Saturday week.

But in calling upon the team that beat Rumania handsomely two months ago, France introduce Bernard Lavigne, of Agen, a new cap to the Championship — and a new captain, Phillipe Dintrans, of Tarbes, the hooker.

The burly Dintrans, 27, who packs approaching 16 stone in a relatively compact frame, completes the drawn-out processes of succeeding Jean-Pierre Rives, probably the *best-known of a long* line of French players distinguished world-wide.

Rives was the captain in the Grand Slam match against Scotland last March, his 52nd and *final appearance* as France's leader. It was not an occasion that Rives, the first of whose 49 caps against International Board countries was in 1975, remembers with great pleasure. France lost.

Back injury

Dintrans, who for some seasons has been rated among the top three hookers in the world by several rivals, including Peter Wheeler, an opponent of long-standing, was France's captain in New Zealand last summer, in Japan and against Rumania. Now he tackles the European championship.

The place that Rives has occupied with such distinction for the better part of 10 years goes to Jacques Gratton, one of *four Agen players chosen.* He, too, has stood in for the tireless Rives on tour and completes a backrow of Laurent Rodriguez and Dominique Erbani, the No. 8.

Erbani's place might have gone to Jean-Luc Joinel, who, presumably, would have been Fouroux's first-choice. But Joinel, who has had a back injury, is not satisfied with his fitness and Jean-Claude Orso, who Erbani replaced against Rumania is barely fit again after breaking a wrist.

For all that, France enjoy a *splendid core of experience.* Nine of the side featured in the victory over Wales in Cardiff last season, including six of the backs. The same backs and four of the pack played in the Grand Slam match against Scotland in March.

Difficult start

So Wales, whose preparations have been upset by the weather, can expect the most difficult of starts to the 1985 championship. Nor have they won in Paris for 10 years, the day that Ray Gravell and Graham Price made their debuts.

The Welsh squad may have a further training period on Sunday if Saturday's club programme, as seems likely, is badly disrupted by the weather. The announcement of *the team to play France* has already been put back and is now expected during the weekend.

A W R U spokesman said yesterday: "*If the weather improves,* allowing the week-end matches to take place, the next squad session will go ahead at the National Ground, Cardiff, on Monday evening as planned.

"However, if there is no improvement in the next couple of days, the squad will meet at the Afan Lido Sports Centre, Port Talbot, on Sunday at noon."

Jerry Macklin, the London Scottish No. 8, who is also qualified for England, will win his first cap for Scotland in the B international in Aberdeen on Saturday week. His grandfather played rugby for England and his mother hockey for Scotland.

Macklin, outstanding for the Anglo-Scots in this winter's District championships, is one of four new caps, another of whom is Matt Duncan (West of Scotland). Duncan is delighted: he was to have played five years ago but the match was cancelled because of snow.

Scotland B v. France B, Aberdeen, Jan. 19. — G. Hastings (Cambridge Un); M. Duncan (West of Scotland), A. Tait (Kelso), K. Murray (Hawick), I. Tukalo (Selkirk), C. Gass (Hawick), S. Johnston (Watsonians); D. Sole, R. Cunningham (Bath) capt., R. Nichol (Hawick), H. Parker (Kilmarnock), I. McKie (Sale), P. Hogarth, D. Turnbull (Hawick), J. Macklin (London Scottish).

Replacements.—S. Hyslop (Langholm), W. Murray (Hawick), J. Campbell-Lamerton (London Scottish), R. Hogarth, A. Ker (Kelso), B. Edward (Boroughmuir).

Phillipe Dintrans . . . the new captain of France.

Midlands Rugby

Stoneygate looking to sharpen up—on Merit

By MICHAEL AUSTIN

STONEYGATE, a long-respected Leicestershire club, are eager to join the Bank and Silvers Merit Table next season to sharpen their competitive edge in the three years leading to their centenary.

"Traditionalists in the club have been against entry into tables," said Bruce Cooper, a Stoneygate spokesman.

"But we are now keen to enter and a two-thirds winning record against Merit clubs this season will gain us admission."

Stoneygate's five-match winning run throughout December has extra relevance because they have beaten Bromsgrove, John Player Cup qualifiers this season, and other Merit table members Kidderminster.

Bob Symington, a prop, in his *third season as captain, has* guided Stoneygate to 11 wins overall, despite the retirement of Wilf Thompson, a skilful scrum-half and 400 metres runner, who is seeking a place in the Northern Ireland team for next year's Commonwealth Games.

Abundant talent remains at Scraptoft, Stoneygate's headquarters, near Leicester. They supplied David Hope, a full-back, Andy Jenkinson, a centre, and Ian Bridgwood, a hooker, for Leicestershire this season.

The biggest disappointment was a Leicestershire *Cup defeat* by Loughborough Students, who also beat them in last season's final.

After 18 months of preparations, Leicestershire plans for their centenary season beginning *in September next year, are* well advanced but the county are anxious to contact former players.

Peter Goodwin, chairman of Leicestershire's Centenary sub-committee, said: "We are producing a special book and want *to hear from* anyone with photographs or historical information. A celebration dinner is also being arranged."

Basketball

SOLENT ARE RESCUED

By RICHARD TAYLOR

Sperrings Solent Stars have been saved from extinction after a successful campaign led by T. J. Robinson, their American player, supported by local *businessmen.*

But there is no place in the new company, Solent Stars 1985 Ltd., for Harry Smith, who founded Solent and whose wealth built a team which briefly fulfilled his dream of dominating English *basketball.*

Robinson, a member of the new board, said: "First I must get the players sorted out and that will mean a pay cut here and there including myself."

Sponsors Sperrings will con*tinue their backing until the end* of the season but the club have put players Tony Watson and Dave Brown on the transfer list and will consider bids from Davenport's Birmingham, while Jim Kelly, the coach who is also *considering an* offer from Germany, will decide by the weekend whether to stay.

While Solent's future looks secure Telford, the First Division's bottom club, have now gone into receivership. Their *fixture on Saturday, at Birmingham,* has been cancelled, while Birmingham themselves intend signing three Telford players.

Athletics

Room at the top for young blood

By KEN MAYS

BRITAIN'S athletic officials are almost certain to break with tradition by appointing recently retired athletes to their management structure for 1985 when they meet to discuss the matter at the weekend.

With the successful team of Nick Whitehead, Lynn Davies, *Mary Peters and Pam Piercy all* retiring after the Los Angeles Olympics, it appears that the officials have taken notice of their suggestion that management *needs young blood.*

In a two-tier construction, one *for the outdoor season and* another for indoors, the Board have given the go-ahead to Mike Winch, Judy Vernon, Sue Reeves and Berwyn Price to become involved.

Les Jones, of the Northern *Ireland Association, who is to map* out Zola Budd's programme this year, is expected to be appointed men's indoor team manager with Winch as his assistant. Jill Lindsay, of Southern Counties, is manager of the women's squad with Mrs Vernon as her assistant.

Review later

Maeve Kyle, of Northern Ireland, is to act as the women's *outdoor manager helped by Mrs* Reeves while Gordon Wright, of Northern Counties, *and Price* will be in charge of the men's team.

It is expected that the situation will be reviewed later in the year before a permanent team is appointed to take charge of the squad that will build up towards the 1988 Olympics in Seol.

Meanwhile, Linsey Macdonald, the young Scot who gained a bronze medal in the Moscow Olympics, makes a welcome return to athletics after a two-year absence when she runs in the 400 metres at the Arrom sponsored Cosford Games on Friday and Saturday.

Miss Macdonald, 20, who is studying chemistry at Edinburgh University, had operations on *both legs last season but has* made a comeback in cross-country during the winter and is looking forward to the midland circuit where she set both junior and senior records earlier in her career.

Haigh defends

The H F C company, sponsors of the U K championships, have come to the aid of women's cross-country by sponsoring the five nations tournament at Sidcup on Saturday.

Carol Haigh, from Holmfirth, winner in 1984, is again included in an England team that has lost the title only once since the competition against Scotland, Wales, Northern Ireland and Eire was devised in 1967.

Linsey Macdonald . . . back on the track after two years absence.

Boxing

McGUIGAN FACES TOUGH LAPORTE CHALLENGE

BARRY McGUIGAN, the British and European featherweight champion, will have his toughest contest to date when he meets Juan Laporte, the former world champion over 10 rounds at the Kings Hall, Belfast, on Feb. 23, *writes* Ken Mays.

In what promotor Stephen Eastwood terms as the most expensive fight to be held in Ireland, McGuigan faces a Puerto Rican who held the title for 18 months until dropping a points decision to Wilfredo Gomez a year ago.

It is the stepping stone that McGuigan needs, however, if he is finally to catch up with Gomez or Eusebio Pedroza, the holder *of the World Boxing Association's* version of the title.

McGuigan, 23, from Clones, has suffered only one defeat in a 25-fight career and he gets this chance of what is virtually a final eliminator because Smirnoff, the vodka manufacturers, have *substantially increased* their sponsorship of the Irishman.

McGuigan, who has won his last 18 contests all inside the distance, will now have to cancel the proposed defence of his European title against Farid Gallouze, of France, which the Irish camp had won on a purse offer of £40,000.

Meanwhile in Birmingham, both Don Curry, the World Boxing Association welterweight champion, and his challenger on Jan. 19, Colin Jones from Wales, continued their preparation for the contest.

Jones, who twice fought Milton McCrory for the W B C version, showed that Curry is in for a tough time at the National Exhibition Centre, by forcing Lloyd Christie to end a sparring session after only two rounds.

Jones, a former gravedigger, from Gorseinon, said: "I feel better than I have ever done before, certainly an improvement on my two previous world title fights."

Fast puncher

But later in the same Pat Lynch gym in Birmingham, Curry also fascinated onlookers with his ability to combine punches with speed that has led to four successful defences of the title.

Pat Cowdell, the European super featherweight champion said *afterwards:* "I am glad I am not fighting him," while Wally Swift, a former British welterweight champion, said: "Curry is one of the fastest punchers I have seen."

Frank Bruno may have to go to Norway *after all if he wants to* win the European heavyweight title. The Norwegian Government are unlikely to lift their ban on professional boxing to allow Oslo's Steffan Tangstad, the reigning champion, the chance to defend there.

Weights for big hurdle at Newbury

SCHWEPPES GOLD TROPHY H'CAP HDLE 2m 100y, Newbury, Feb. 9

See You Then 5 12-0	Flarey Sark 8 11-1	Noble Heir 10 10-6	County Player 8 10-0
Desert Orchid 6 12-0	Prideaux Boy 7 11-1	Jade And Diamond 7 10-6	Yankees Princess 6 9-13
Amarach 7 11-10	Golden Friend 7 11-1	Whole Shebang 6 10-6	Admiral's Ruler 5 9-12
Robin Wonder 7 11-10	Bob Tisdall 6 10-13	Berlin 4 10-6	Gembridge Jupiter 7 9-11
Bajan Sunshine 6 11-9	Beat The Retreat 4 10-11	Rosical 6 10-6	Brampton Brook 7 9-10
Rushmoor 7 11-8	Brave Hussar 7 10-11	Benfen 6 10-5	Rare Duel 5 9-10
Dalbury 7 11-6	Allten Glazed 8 10-11	Another Shot 7 10-5	Mister Golden 5 9-10
Northern Game 5 11-6	Krug 7 10-11	Gallant Buck 5 10-4	Patrick's Fair 9 9-10
Admiral's Cup 7 11-5	Infielder 6 10-10	Cocaine 7 10-3	Spritebrand 5 9-9
Janus 7 11-4	Everseal 5 10-8	Mr Moonraker 8 10-2	Soldby 5 9-8
Cardinal Flower 8 11-3	Gringo 6 10-8	Star of Screen 5 10-2	Bonalma 5 9-8
Desert Hero 11 11-3	Rhythmic Pastimes 5 10-8	Jobroke 6 10-2	Broad Beam 5 9-7
Stans Pride 8 11-2	Wing And A Prayer 4 10-7	Holemoor Star 8 10-2	Jack O'Lantern 10 9-5
Buckbe 6 11-2	Northern Trial 5 10-7	Stand Easy 8 10-1	Corporal Clinger 6 9-5
Sid's Double 9 11-2	Southernair 5 10-7	Indamelody 7 10-1	Dholar 5 9-4
	Il Pontevecchio 5 10-6	Chrysaor 7 10-1	Daddy Future 5 9-2
		Ishkomann 6 10-0	Glen Road 6 9-2
		Tom Sharp 5 10-0	Dick's Folly 6 9-0
		Centroline 7 10-0	Bold Illusion 7 9-0
		Mount Bolus 5 10-0	

Morvern 6 8-9 | Mountain Man 9 8-9 | Barrera Lad 5 8-6 | Lohengrin 9 7-13 | Warily 7 7-11

First acceptors Jan. 22.

BETTING

Corals. — 14 Stans Pride, 16 Berlin, Indamelody, Prideaux Boy, Rosical, 20 Jade and Diamond, Flarey Sark.

Hills. — 14 Rosical, 16 Prideaux Boy, Indamelody, 20 Berlin, Bob Tisdal, Centroline, Flarey Sark, Jobroke, Northern Game, Stans Pride, Wing And A Prayer, Everseal.

Ladbrokes. — 10 Rosical, 16 Allten Glazed, Another Shot, Indamelody, Jobroke, Prideaux Boy, Stans Pride.

Mecca. — 16 Flarey Sark, Indamelody, Rosical, Stans Pride, 20 Northern Game, Prideaux Boy, Wing And A Prayer, Jade and Diamond.

Tote. — 16 Rosical, 20 Prideaux Boy, Stans Pride, Allten Glazed, Indamelody, Flarey Sark, Berlin, Jade and Diamond.

Punchestown runners, riders and form

SELECTIONS

IRISH CORR.	FORM
1.15—Friendly Face	1.15—Mark Of Respect
1.45—Monanore	1.45—Insure
2.15—GERRY DOYLE (nap)	2.15—Gerry Doyle
2.45—Catherine Bridge	2.45—AUBAINE (nap)
3.15—Armonit	3.15—Ravaro
3.45—Grand Warrior	3.45—Repent

Advance Official Going: SOFT

● INSPECTION 7 a.m.

1.15: BULL HILL NOVICES' HANDICAP HURDLE Value to winner £966 2m (15 declared)

1 300 RAVEN RIVER, P. Mullins, 8 11-6 .... A. Mullins
2 012 MARK OF RESPECT (BL), P. Norris, 5 11-2 .... T. Carmody
3 P0 CARNEY COURT, D. Swan, 7 10-12 .... J. P. Byrne
4 1F3 VALENTINOS JOY, P. McCreery, 6 10-12 .... T. J. Taaffe
5 0 AFRICAN GIG, A. Moore, 5 10-11 .... P. Hynes (3)
6 003 RING OF DIAMONDS, John Crowley, 5 10-11 .... P. Leech
7 200 PASCONELLE, G. Stewart, 8 10-9 .... D. O'Gorman (3)
8 000 FIRST BANQUET (BL), M. Morris, 4 10-7 .... —
9 030 SULLANE, M. McGrath, 6 10-7 .... P. Kiely
10 042 FRIENDLY FACE, M. Cunningham, 4 10-6 .... K. Morgan
11 032 HERE'S THE DOC, P. J. O'Ryan, 7 10-5 .... F. Berry
12 000 BRACKA PIGEON, L. Woods, 4 10-4 .... T. V. Finn
13 000 JOURNEYS END (BL), B. Kelly, 5 10-4 .... S. Craine
14 003 ROSE OF THE SEA, J. Crowley, 4 10-4 .... K. F. O'Brien
15 000 THE FEN, John Crowley, 5 10-4 .... —

S.P. FORECAST: 5-2 Mark of Respect, 7-2 Friendly Face, 5 Valentinos Joy, 7 Here's The Doc, Ring of Diamonds, 12 others.

FORM GUIDE.—African Gig was beaten more than 20l when 7th of 13 to King Niall (gave 3lb) at Tramore (3m) Jan 1 (yielding to soft going). Raven River was beaten 24l when 9th of 16 to Flute Player (rec 2lb) at Leopardstown (2¼m) Dec 26 (good to yielding). First Banquet was beaten 10½l when 6th of 13 to Diane's Glen (gave 4lb) at Limerick (2m) Dec 26 (heavy). Friendly Face was beaten 1l by Reflex Action (rec 7lb) at Leopardstown (2m) Dec 28 (good to yielding). Valentino's Joy was beaten 2l when 3rd to Bankers Benefit (gave 5lb) at Gowran Park (2m 1f) Nov 15 with Ring of Diamonds (level) 30¾l away 14th of 19 (yielding). Mark of Respect was beaten 2l by Little Chippings (rec 2lb) over today's course and distance Nov 7—Valentino's Joy (rec 4lb) 4th when fell second-last (yielding). Here's The Doc was beaten ¾l by Newlar (gae 8lb) at Limerick (2m 1f) Nov 29 (soft).

MARK OF RESPECT is preferred to Valentino's Joy

1.45: CARRICK HILL HANDICAP 'CHASE £1,104 3m (13)

1 0 MARCOLO, M. Cunningham, 8 12-3 .... K. Morgan
2 211 MONANORE, W. Harney, 8 12-2 .... T. Morgan
3 044 OLD SOCIETY, F. Warren, 11 11-4 .... —
4 003 BALLET MASTER, Mrs J. Hodgkiss, 12 11-1 .... J. N. Brady
5 231 INSURE, P. Hughes, 7 10-12 .... F. Berry
6 002 MERENDA, R. McCarthy, 8 10-11 .... Mr R. McCarthy (7)
7 *BONNIE SON, M. McCausland, 11 10-9* .... —
8 00 LORD LUCIFER (BL), F. Flood, 10 10-8 .... A. Powell
9 31F SMALL RUN, T. Carberry, 6 10-8 .... T. McGivern
10 004 TULLOW PERFORMANCE, P. Hanly, 8 10-8 .... N. Conroy (7)
11 001 OH NO! M. O'Connor, 10 10-6 .... A. J. O'Brien
12 002 JET BLACK, A. McCarren, 9 10-1 .... T. V. Finn
13 P00 HEREFORD LAD (BL), A. McLoughlin, 9 9-8 .... R. O'Donovan

S.P. FORECAST: 11-8 Monanore, 100-30 Insure, 6 Jet Black, 7 Oh No, Ballet Master, 12 others.

FORM GUIDE.—Monanore beat Fortune Seeker (gave 9lb) by 3l over today's course (3¼m) Dec 29 (soft). Previously Monanore beat Grand Harmony (gave 33lb) by 6l at Navan (3m) Dec 22 with Marcolo (gave 12lb) 14½l away 5th and Ballet Master (rec 4lb) a further 13½l away 9th of 15 (heavy). Oh No beat No Daddy VI (gave 13lb) by 4l over today's course (2m) Dec 29 (soft). Insure beat Jet Black (rec 6lb) by 6l at Fairyhouse (3m) Jan 1 with Ballet Master (rec 8lb) 8l away 3rd of 4 finishers (yielding). Earlier Insure was beaten 2½l by Keep Mine (gave 13lb) at Limerick (3m 1f) Nov 29 with Old Society (gave 30lb) 33l away 4th and Ballet Master (gave 14lb) a further 16l away last of 6 finishers (heavy). Merenda was beaten hd by For Jon (gave 9lb) at Limerick (2½m) Dec 26 with Lord Lucifer (rec 3lb) 36l away last of 6 finishers (heavy).

INSURE may confirm Jan 1 Fairyhouse form with Jet Black

2.15: THORNTON NOVICES' 'CHASE £1,580 2½m (10)

1 000 BOLD NATIVE, J. Cox, 6 11-7 .... J. P. Byrne
2 04F BRIDGE SOLLERS, A. McLoughlin, 7 11-7 .... R. O'Donovan
3 4U2 GERRY DOYLE, T. Nicholson, 7 11-7 .... Mr D. O'Connor (5)
4 00F LARRY'S HAT, J. G. Murphy, 7 11-7 .... M. Berry (3)
5 00F LUCKY SPA, R. Moore, 9 11-7 .... Mr T. M. Walsh
6 UF2 RED SHAH, M. Morris, 8 11-7 .... T. Carmody
7 403 VULBUCK, E. J. O'Grady, 7 11-7 .... N. Madden
8 0-0 FRIGID BELLE, T. Kidd, 6 11-4 .... S. Tracy
9 00 WAIT FOR ME, A. McDowell, 7 11-4 .... J. K. Kinane
10 400 SLIEVE FELIM, T. Costello, 5 10-12 .... M. J. Byrne

S.P. FORECAST: 9-4 Gerry Doyle, 3 Vulbuck, 4 Lucky Spa, 11-2 Red Shah, 8 Bold Native, 10 Frigid Belle, 14 others.

FORM GUIDE.—Slieve Felim was beaten 9½l when 5th of 15 to Gentle Approach (gave 6lb) at Tramore (2m) Jan 1 (yielding to soft). Red Shah was beaten 6l by Tubberfelly (gave 21lb) at Tramore (2¾m) Jan 1 (yielding to soft). Gerry Doyle was beaten 2½l by Orient Sunset (gave 5lb) at Leopardstown (2¾m) Dec 28 with Bridge Sollers (gave 5lb) fell 3rd (good to yielding). Larry's Hat was 3rd when fell second-last at Limerick Dec 28 and previously was beaten 33l when 8th of 10 finishers to Granderon Express (level) at Clonmel (2¼m) Dec 8 (soft). Lucky Spa fell at Fairyhouse Dec 31 and previously was beaten 50l when 8th of 10 finishers to Antarctic Bay (gave 4lb) over today's course (2¼m) Dec 15 (heavy). Vulbuck was brought down at Leopardstown Dec 27 and previously was beaten 23l when 7th of 8 finishers to Boreen Prince (gave 7lb) at Gowran Park (2¼m) Nov 15 (yielding).

GERRY DOYLE best on form. Vulbuck pick of others.

2.45: PUNCHESTOWN EMF MARES MAIDEN HURDLE (Qualifier) £1,725 2m (23)

1 000 ALTO MIRA, D. Hughes, 6 11-10 .... T. Morgan
2 102 AUBAINE, T. Carberry, 5 11-10 .... T. McGivern
3 531 CATHERINE BRIDGE, A. Leahy, 5 11-10 ... Mr P. O'Donnell (5)
4 210 DUNWELLAN, J. Cox, 5 11-10 .... J. P. Byrne
5 D50 LEGAL LOVER, C. Grassick, 5 11-10 .... Mr M. Grassick (7)
6 000 MISS BRETA VI, M. Mulligan, 5 11-10 .... M. Mulligan (5)
7 033 RING ROAD, P. Madden, 6 11-10 .... N. Madden
8 000 WALTZAWAY, B. Rothwell, 6 11-2 .... Mr B. Rothwell (7)
9 00 AFTER SIX O'CLOCK, A. Geraghty, 5 11-2 .... R. Shortt (5)
10 00 BANG THE BELLS, P. Mulhern, 5 11-2 .... R. Shortt (3)
11 000 BAVARIAN STAR, J. Geoghegan, 5 11-2 Mr J. Geoghegan (7)
12 ERINS TREASURE, H. McCaffrey, 5 11-2 .... N. Byrne (7)
13 000 FINDRUM LASS, J. Boyers, 5 11-2 .... H. Rogers
14 000 HI-WAY CITY CENTRE, M. Campbell, 5 11-2 .... —
15 000 LADY GLENBANK, V. Robinson, 5 11-2 .... T. V. Finn
16 000 OUR CANDY, M. Hogan, 5 11-2 .... Mr T. Doyle (5)
17 222 SARADAY, J. Scott, 5 11-2 .... P. Gill
18 00 SESKINORE, Miss G. O'Brien, 5 11-2 .... T. Carmody
19 004 RELYNSAR, W. Rock, 4 10-9 .... A. Powell
20 000 LADY FIONA, N. Chance, 4 10-9 .... M. Mackin (5)
21 400 LION AND LAMB, John Murphy, 4 10-9 .... —
22 020 PERATO, A. Moore, 4 10-9 .... P. Hynes (3)
23 308 TIME PLEASE (BL), N. Meade, 4 10-9 .... P. Leech

S.P. FORECAST: 11-8 Aubaine, 7-2 Seskinore, 5 Ring Road, 7 Catherine Bridge, 8 Dunwellan, 10 Perato, Time Please, 12 Saraday, 16 others.

FORM GUIDE.—Alto Mira was beaten 20l when 12th of 24 to Money From America (gave 3lb) at Leopardstown (2¼m) Dec 26 (good to yielding). Perato was beaten more than 45l when last of 11 finishers to Tondbad (gave 4lb) at Leopardstown (2m) Dec 26 (good to yielding). Aubaine was beaten 3l by Ardexit (gave 3lb) at Leopardstown (2m) Dec 27 with Seskinore (rec 12lb) 19¼l away 8th. Dunwellan (gave 7lb) a further 12l away 13th and Bavarian Star (rec 5lb) 19th of 28 (good to yielding). Catherine Bridge beat Trimar Gold (rec 2lb) by 3l at Limerick (2m flat) Dec 27 (soft) and on last outing over hurdles was beaten 12¾l when 3rd of 20 to Champagne Brigade (gave 12lb) at Listowel (2m) Sept 25 (good to yielding).

AUBAINE may give the weight to Catherine Bridge

3.15: FAIRYLAND HANDICAP HURDLE £1,725 2½m (14)

1 033 ULTIMATE, H. de Bromhead, 9 12-7 .... J. P. Byrne
2 10F ARMONIT, Mrs J. Hodgkiss, 5 11-9 .... J. N. Brady
3 303 RAVARO, J. Crowley, 5 11-9 .... Mr R. Dalton (7)
4 000 SHINE YOUR LIGHT, J. Bolger, 5 11-7 .... A. Nolan (7)
5 004 WILLIE WATERS, P. Mullins, 7 11-3 .... A. Mullins
6 BON HILL, V. Robinson, 11 11-0 .... —
7 304 PRINCE OF FORTUNE, J. Fowler, 7 10-13 ... Mr P. Larkin (3)
8 101 MISS CURRAGHMORE (BL), M. Butler, 11 10-12 C. O'Dwyer (7)
9 *000 SEANDONNAGH, A. Redmond, 5 10-12* .... A. Powell
10 000 WESTERN MAN, J. Scott, 10 10-12 .... D. Cullen (7)
11 404 LITTLE MILLS, J. Cox, 7 10-11 .... G. McGivern (7)
12 03F BROWN FORD, F. Flood, 6 10-10 .... F. Berry
13 004 LYNGARD, Miss M. McGuinness, 7 9-10 .... H. Rogers
14 000 VILLAWOOD, W. Rock, 7 9-10 .... T. V. Finn

S.P. FORECAST: 7-2 Ravaro, 5 Armonit, Prince of Fortune, 7 Little Mills, 8 Shine Your Light, Willie Waters, 12 Miss Curraghmore, 14 others.

FORM GUIDE.—Little Mills was beaten 10½l when 4th of 10 to Hansel Rag (gave 8lb) at Fairyhouse (2¼m) Jan 1 (yielding). Miss Curraghmore beat Arramear (gave 9lb) by hd at Tramore (2m 'chase Jan 1 (yielding to soft) and on last outing over hurdles was beaten 35l when 12th to Ganoabal (gave 10lb) at Clonmel (2½m) Nov 22 with Lyngard (rec 11lb) 2l away 13th of 20 (heavy). Armonit was clear leader when fell fourth-last in race won by We'll See (level) at Navan (2½m) Dec 22 (heavy). Ultimate was beaten 14l when 3rd of 4 finishers to Tubberfelly (gave 4lb) at Tramore (2¾m 'chase) Jan 1 (yielding to soft). Ravaro was beaten 3l when 3rd to Bankers Benefit (gave 3lb) at Fairyhouse (2½m) Dec 31 with Seandonnagh (rec 4lb) 20½l away 6th of 11 (yielding).

RAVARO may beat Little Mills

3.45: MARTINSTOWN 5-Y-O N.H. FLAT RACE £966 2m (25)

1 000 AUGHWILLIAM, J. O'Keeffe, 11-10 .... J. J. O'Keeffe (7)
2 BIG INVADER, M. Murray, 11-10 .... M. Murray (7)
3 400 BRIANS TOWER, F. Warren, 11-10 .... R. J. O'Connor (7)
4 0 CRAMMER, A. McLoughlin, 11-10 .... R. T. Macauley (7)
5 *0 GRAND WARRIOR, M. Cunningham, 11-10* .... A. J. Martin (5)
6 IVY LEAGUE, J. Mangan, 11-10 .... —
7 0 LAPESTER LAD, P. Butterly, 11-10 .... A. Goslin (7)
8 040 LE TWERP, J. O'Neill, 11-10 .... J. Tracy (7)
9 3 LITTLE DUFFY, A. McCarren, 11-10 .... A. McCarren (7)
10 400 LUCKY TRIP, A. Kennedy, 11-10 .... S. Kennedy (7)
11 5 LUCKY WONDER, P. Hanly, 11-10 .... F. Codd
12 OIL FEVER, D. Hughes, 11-10 .... P. J. Finn
13 204 OLAN LAD, J. Scott, 11-10 .... T. M. Walsh
14 400 PRINCE SIMBIR, J. Kiely, 11-10 .... J. McGoer (3)
15 002 QUICKDEAL, F. Flood, 11-10 .... N. Phelan (3)
16 503 REPENT, A. Redmond, 11-10 .... F. Somers (7)
17 000 ROODSTOWN, A. Moore, 11-10 .... P. McGrath (7)
18 WISH I KNEW, D. Day, 11-10 .... —
19 ANDREINA TOR, A. Evans, 11-7 .... A. Evans (7)
20 EILEEN'S PET, T. Lacy, 11-7 .... E. Bolger
21 000 MILLVIEW DIAMOND, J. Fanning, 11-7 .... J. P. Kavanagh (7)
22 000 ROCINDO, W. Newman, 11-7 .... —
23 STRAIGHT SHOT, J. Groome, 11-7 .... J. G. Groome (7)
24 003 TAKE BEATING, D. O'Connell, 11-7 .... W. J. Burke (5)
25 022 TRIMAR GOLD, A. Keane, 11-7 .... T. Doyle (7)

S.P. FORECAST: 5-2 Quickdeal, 7-2 Olan Lad, 5 Repent, 6 Trimar Gold, 8 Little Duffy, Oil Fever, 10 Le Twerp, Prince Simbir, 12 Roodstown, 16 others.

FORM GUIDE.—Quickdeal was beaten 10l by Mountain Prince (rec 12lb) at Navan (2m) Dec 22 with Lapester Lad (level) 52l away 10th of 17 (heavy). Repent was beaten 6l by Deep Idol (level) over today's course and distance Dec 29 with Roodstown (rec 7lb) 15l away 5th (soft). Olan Lad was beaten 22½l when 4th to Mister Harrigan (level) at Leopardstown (2m) Dec 26 with Lucky Trip (rec 7lb) ½l away 5th, Aughwilliam (rec 7lb) a further 16¾l away 12th. Grand Warrior (rec 3lb) another ¾l away 13th and Millview Diamond (rec 8lb) a further 3¾l away 15th of 21 (good to yielding). Trimar Gold was beaten 3l by Catherine Bridge (gave 2lb) at Limerick (2m) Dec 27 with Take Beating (gave 3lb) 22½l away 7th of 22 (soft).

REPENT may go one better. Quickdeal pick of others.

هكذا من الأصل

Cricket

MacDonald harries Pakistani batsmen

A CENTURY from the captain, Javed Miandad, could not prevent the Pakistanis from incurring a first innings deficit of 20 on the second day of their three-day match against Canterbury in Christchurch.

Gary MacDonald, Canterbury's veteran offspinner, did the major damage, taking 6-62, four of them caught-and-bowled in the lower part of the order.

MacDonald completed an historic and record-breaking day with his final dismissal.

He joined a select group of fieldsmen, including the former New Zealand captain John Reid, who have taken five catches in one innings of a first-class match

Javed Miandad, who hit an aggressive 112.

and his four catches from his own bowling are more than any other player has taken in domestic first-class cricket.

His achievement comes in his first season with Canterbury. MacDonald is the oldest member of the team but has only recently been called on after many seasons as a leading wicket-taker in club cricket.

Miandad treated Canterbury's varied attack with disdain, cracking the bowling to all corners of the ground in an innings of composed aggression which augurs well for the Test series.

Javed became MacDonald's first victim, however, when he tried to drive over the long-off boundary and was caught by Paul McEwan, running back from deep mid-off. Whereupon the tourists crumbled, their last seven wickets going for 75.

Richard Hadlee took only one wicket yesterday to remain tantalisingly one short of 1,000 first-class wickets.

CANTERBURY.—First Innings: 309-4 dec (J. G. Wright 106, P. E. McEwan 73, P. T. Latham 62).

Second Innings

J. G. Wright, not out ... 28
A. Nathu, c Omar, b Kamal ... 17
P. E. McEwan, not out ... 3
Extras (lb 3, nb 3) ... 6

Total (1 wkt) ... 54

Fall of wicket: 47.

Bowling: Naqqash 8-2-21-0; Akram 9-5-61-0; Kamal 3-1-9-1.

PAKISTANIS—First Innings

Mudassar Nazar, c Wright, b MacDonald ... 75
Mohsin Khan, c Fulton, b Hadlee ... 1
Qasim Omar, c MacDonald, b Hadlee ... 27
*Javed Miandad, c McEwan, b MacDonald ... 112
Saleem Malik, c Hart, b Brown ... 22
Rameez Raja, c & b MacDonald ... 4
Wasim Raja, c & b MacDonald ... 1
+Anil D. Sat, c & b MacDonald ... 8
Tahir Naqqash, c Fulton, b Brown ... 14
Wasim Akram, not out ... 6
Mohsin Kamal, c & b MacDonald ... 0
Extras (b 3, lb 3, nb 6) ... 12

Total ... 289

Fall of wickets: 1-3, 2-55, 3-194, 4-254, 5-239, 6-255, 7-266, 8-278, 9-288, 10-289.

Bowling: Hadlee 17-3-63-2; McNally 9-0-35-0; Thiele 10-1-46-0; Brown 23-4-77-2; MacDonald 20-4-62-6.

*Captain. †Wicketkeeper

SRI LANKA IN AT DEEP END

Sri Lanka, international cricket's youngest member, take on the all-conquering West Indians for the first time since joining the International Cricket Conference in a World Series Cup one-day match in Hobart, Tasmania, today.

Sri Lanka have not met West Indies since their admission to the Conference four years ago, although West Indies made a brief tour in 1977 under Alvin Kallicharran.

Manager Neil Chanmugam said his team's best chance of winning would be if the West Indies relaxed their pressure. "The West Indies' weakness could really only be over-confidence," he said.

In an irony brought about by the commercial realities of modern cricket, the meeting between these two tropical nations takes place on a ground which was lashed by southerly gales yesterday.

Speedway

COURTNEY MOVE

Mark Courtney, 25, the England speedway rider, yesterday signed for Kings Lynn from Belle Vue, Manchester, for a fee £18,000. He is a replacement for John Louis, 43, who has retired.

COWDREY AND MOXON RAISE VICTORY HOPES

By MICHAEL CAREY in Hyderabad

AFTER Martyn Moxon had made an excellent 153, equalling the highest score of his career, a penetrative performance by England's bowlers set up the prospect of victory in their game against South Zone in Hyderabad yesterday. The Zonal side will begin the last day this morning leading by 113 with five second innings wickets standing.

Admittedly one of them is Azharuddin, who survived a close l b w appeal from Gatting's final delivery after restoring order with some strokes of high quality, but overall the position was an accurate reflection of the way that England had worked hard to get back into the match.

This had started when the lower order helped Moxon add 108 runs for the last three wickets, producing a psychologically valuable first innings lead.

It continued when their quicker bowlers found that the pitch, though perhaps slower than earlier, still had something to offer.

With Cowans absent as a precautionary measure because of a strained side muscle, Cowdrey operated as third seamer and with not only a harder ball but with more luck than in the first innings took 3-51 in a spell of 15 overs.

The vincluded Srikkanth, who with 18 fro monly 10 balls had threatened to change not only the somewhat lustrelesss look of South Zone's innings but upset England's plans to catch a plane for Madras within an hour of today's scheduled finish. In the case of some England close fielders, it will probably be the first thing they have caught all week.

Moxon's century in only his third innings of the tour arrived by courtesy of four overthrows following a push to mid-wicket from the third ball of the day. Incidentally, his concentration was such that later the bat had to be prised from his grip in the dressing room, though this might not be thought unusual with current Yorkshire opening batsmen.

South Zone's decision not to take the new ball immediately was no discouragement to Foster, who timed some firm drives before pushing some way outside the off stump at Sekhar to be caught behind.

Moxon went on in the same controlled vein, equalling the 153 he made against Lancashire at Headingley in 1983 and seemed capable of taking out his bat when he played back to a ball from the left-arm Raman which failed to bounce and was bowled. He had batted some seven and a quarter hours and faced 345 balls — a monumental piece of application, all things considered.

What the tour selectors presumably must now consider is whether there is scope for the inclusion of Moxon and his correct technique in the fourth Test and if so how can it be done.

On the assumption that they will still want to play the extra batsman, he might now be seen to be pushing Cowdrey for that place, notwithstanding the Kent captain's performance with the ball in conditions unlikely to be found in Madras.

If so, Moxon's inclusion at No. 3 would not only stiffen the early batting on a ground where fast bowlers tend to find pace and bounce early in the match, but might well help to ease any pressure Gower may currently be feeling by enabling him to drop down to No. 6.

When South Zone batted again, Agnew, exploring a theory that Viswanath, for various reasons, ought to be offered something short, had him caught off an attempted hook by Fowler, the substitute, and Srikkanth appeared one place later than usual intent on improving on a sedate start.

Probably distracted

He immediately whacked Cowdrey over extra cover and timed a perfect on drive, but at his pace Cowdrey probably found more movement than any one and the South Zone captain was quickly leg before aiming across the line, paying the penalty not for the first time in his life, for being over ambitious too soon.

In the next over Prasad was lbw to Foster off whom he had been dropped early on at first slip by Gatting who was probably distracted by French's initial movement across him as if to go for the catch.

Cowdrey then dug one in to have Madhavan caught off a glove—a looping catch to the wicketkeeper—and struck again when Binny offered no stroke to a ball which probably did not have to come back much to disturb his off stump.

The left-handed Quayyam then found various way of nudging, edging or squirting the ball through the crowded slip and gully area in a manner beloved of Jim Yardley, of Worcestershire and Northants.

The scoreboard

SOUTH ZONE.—First Innings: 306 (K. Srikkanth 90; J. P. Agnew 5-102).

Second Innings

M. R. Srinivasaprasad, lbw, b Foster ... 18
†S. Viswanath, c sub, b Agnew ... 12
*K. Srikkanth, lbw b Cowdrey ... 18
R. Madhavan, c French, b Cowdrey ... 13
K. A. Quayyum not out ... 37
R. M. H. Binny, b Cowdrey ... 14
M. Azharuddin not out ... 21
Extras (nb 8) ... 8

Total (5 wkts) ... 141

Fall of wickets: 1-29, 2-40, 3-52, 4-67, 5-100.

Bowling: Agnew 14-2-56-1; Foster 11-4-18-1; Cowdrey 15-4-51-3; Gatting 3-0-3-0; Edmonds 2-0-13-0.

ENGLAND—First Innings

M. D. Moxon, b Raman ... 153
R. T. Robinson, c Raman, b Sekhar 13
*D. I. Gower, c Prasad, b Sekhar ... 18
C. S. Cowdrey, c Srikkanth, b Ayub 22
M. W. Gatting, c Kanwilkar, b Raman ... 50
V. J. Marks, c Prasad, b Raman ... 0
†B. N. French, c Kanwilkar, b Ayub 1
P. H. Edmonds, c Prasad, b Raman 39
N. A. Foster, c Viswanath, b Sekhar 29
J. P. Agnew not out ... 12
N. G. Cowans, c Kanwilkar, b Raman ... 0
Extras (lb 5, nb 7) ... 12

Total ... 334

Fall of wickets: 1-18, 2-45, 3-88, 4-176, 5-176, 6-179, 7-226, 8-297, 9-332.

Bowling: Sekhar 24-0-74-3; Binny 11-1-41-0; Kanwilkar 12-3-28-0; Ayub 34-4-116-2; Raman 28-4-11-59-5; Prasad 1-0-8-0; Srikkanth 1-0-3-0.

*Captain. †Wicketkeeper.

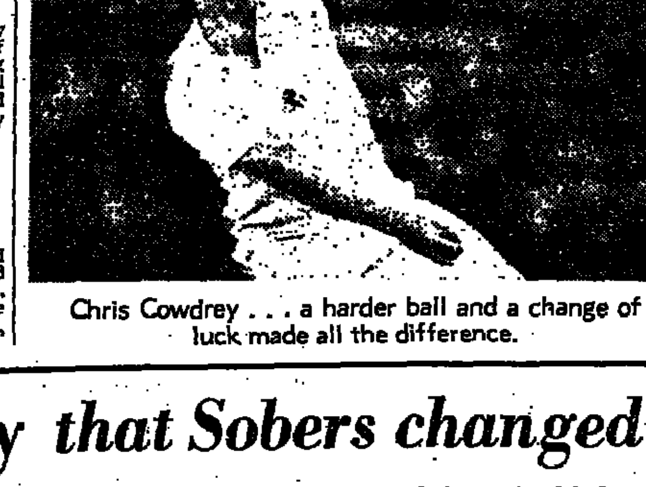
Gavaskar gets tough

SUNIL GAVASKAR, the Indian captain trying to instil discipline in his Test players, has dropped prolific batsman Dilip Vengsarkar from the Bombay side for reporting late for a match.

Vengsarkar, an automatic Test choice for the three-day Ranji Trophy game against Baroda. Earlier this month all-rounder Ravi Shastri, another Test man, was also dropped by Gavaskar from his Bombay team for reporting late for a domestic match.

Kapil Dev, the former Indian captain, was dropped for the recent Calcutta Test against England but Indian Cricket Board officials declined to comment on the reason for his exclusion.

Martyn Moxon . . . his 153 equalled the highest score of his career.



Chris Cowdrey . . . a harder ball and a change of luck made all the difference.

Ski-ing

KUENZI TAKES SLALOM

By ALAN SMITH

OLIVER KUENZI, 18, youngest of the seeded Swiss in the British Championship Men's Slalom, continued the domination of the meeting, sponsored by the British Land Company, in Sils, Switzerland, yesterday.

But although the home team completed a double of the men's events — and also took the women's slalom through Sandra Burns — it was not nearly as much of a whitewash as Tuesday's giant slalom.

Then the best Briton was 15th, but yesterday they had four in the top ten of the men's race, headed by seventh-place Robbie Hourmont, who is only 15.

Kuenzi, who is in the Swiss C team, was far from happy with the solid poles they had to race through. Normally the poles swing out and back as the racers brush through them.

Family help

In yesterday's race, the poles were frequently uprooted—sliding down the slope and causing considerable delay while being retrieved—and are much more painful when hit. The technique of racing through them is quite different.

Robbie Hourmont, youngest of three ski-ing brothers who come from Bristol, but spend much of their time in Innsbruck, headquarters of a family holiday travel business, should have competed in last week's junior championships, which were cancelled for lack of snow.

He was only 15th, with six of his team-mates ahead of him, after the first run, but attacked the second to such considerable effect that he overtook them all.

His elder brother Paul, who had an operation on an injured knee last year and cannot yet race, was one of the forerunners yesterday and gave Robbie the benefit of his experience. "I couldn't have done it without him," said the younger Hourmont.

Lesley Beck, 20, from Dumbarton, who won both the women's slalom and giant slalom championships last year, was suffering from a bad bout of influenza yesterday and had to settle for fourth behind the Swiss Sandra Burns—who, with a name like that, must surely have some Scottish ancestry.

The unlucky Miss Beck, fourth after the first run, overtook all three of those ahead of her second time down, only then to be passed by the lower-ranking Swiss, with Miss Burns putting in a particularly spectacular effort. Later Miss K. Mathis was disqualified so Miss Beck finished third.

BRITISH CH'SHIP (Sils, Switz).—Slalom: O. Kuenzi (Switz), 1; P. Staub (Switz), 2; A. Marithoz (Switz), 3. Best British: R. Hourmont, 7; J. de Pourtales, 8.

WOMEN. Slalom: Miss S. Burns (Switz), 1; Miss B. Felder (Switz), 2; Miss L. Beck (G.B.), 3.

BRITISH CH'SHIPS (St Moritz, Switz).—Langlauf: P. Hersey (Canada) 45-40·3, 1; M. Dixon (GB) 50-22·1, 7; R. Moore (GB) 52-54·6, 12; M. Moore (GB) 52-40·7, 13; M. Watkins (GB) 52-58·1, 14.

WOMEN'S WORLD CUP (Bad Kleinkirchheim, Austria). — Downhill: Michela Figini (Switz) 1min 43·25sec, 1; Brigitte Oertli (Switz) 1:43·85, 2; Ariane Brigitte Oertli (Switz) 1:43·85, 2; Ariane Ehrat (Switz) 1:44·32, 3.

SQUASH RACKETS

AMERICAN EXPRESS NAT. PREM. LGE.—Leicester 2, Cannons 3—Tyrells 5, Dunnings Mill 0—Armley 5, Edgbaston Priory 0—Redwood Lodge 3, Nottingham 2.

CUMBERLAND CUP. — Div. 1: Beckenham 4, Grafton 1—Coolhurst 2, Oakleigh Park 3—Lambton 3, Cumberland 2—Wanstead 1, Wimbledon 4—Woodford Wells 2, North Middlesex 3.

ICE HOCKEY

NATIONAL LGE.—Edmonton 4, Quebec 0—Washington Capitals 4, Detroit 2—Hartford 4, Buffalo 4—Philadelphia 5, Vancouver 3—New York Islanders 3, Montreal Canadiens 1.

Badminton

Troke offers best hope for England

By A SPECIAL CORRESPONDENT in Hongkong

THE first tournament in the new World Grand Prix, the Hongkong Open, begins today with English morale in a healthy condition.

The Grand Prix series has built up from seven events at its inception two years ago to 18 tournaments, including the English Masters and the World Open this year, which marks the end of the initial £115,000 sponsorship from Pro-Kennex.

Despite five Chinese women players in the entry, Helen Troke, the European champion from Southampton, is seeded to reach the last four. England also have five young players trying to make an impact on a world class men's singles field.

The most newsworthy is Steve Baddeley, the hard-hitting left-hander from Sussex, who follows this week's return to the joint England No. 1 spot by being one of two Englishmen seeeed to reach the last eight.

Firm favourite

The other is Nick Yates, also England joint No. 1, who starts with a difficult match against Hadiyanto, of Indonesia. Baddeley also has a hard draw with Fladberg, the Dane, and Misbun Sidek, the Malaysian No. 1, in his section.

For all their youthful ambition and steady improvement neither is likely to make the last four and the firm favourite, despite the presence of a powerful Chinese and a youthful Indonesian entry, is the indomitable Morten Frost, of Denmark.

Frost achieved his first major individual success in the Far East when he won last year's Grand Prix final in the heat of Kuala Lumpur—a rare feat for a European.

However, with Gillian Gilks and Martin Dew each hoping to be involved in the later stages of two doubles events, English interests may well continue right up until the finals on Sunday.

BADDELEY TOP WITH YATES

Nick Yates, of Kent, has lost his undisputed No. 1 ranking in English Badminton.

The latest list sees him joint top with Steve Baddeley of Sussex. The second time in recent years that the selectors have found it impossible to separate the two players.

"We could see no way of splitting them" said Ciro Ciniglio, the England manager. "Nick has been affected by injuries for part of the last six months but, despite that, both players' results have been otherwise identical."

Helen Troke, of Southampton, remains at the head of the women's rankings, with Jane Sutton promoted to No. 3 on the retirement of Sally Podger, of Guernsey. Sara Halsall, of Lancashire, who made her international debut two months ago, comes in at No. 9.

RANKINGS LIST (previous placing in brackets).—Men: N. Yates (Kent) (1) and St. Baddeley (Sussex) (2), joint 1; S. Butler (Warwicks) (5), 3; D. Hall (Essex) (6), 4; D. Tailor (Middx) (7), 5; A. Goode (Herts) (5), 6; G. Scott (Lancs) (10), 7; J. Ford (Hants) (—), 8; G. Milton (Essex) (8), 9; C. Dobson (Warwicks (—) and G. Asquith (Essex) (9), joint 10.

Women: H. Troke (Hants) (1), 1; K. Beckman (Surrey) (2), 2; J. Sutton (Suffolk) (4), 3; G. Clark (Kent) (5), 4; F. Elliott (Surrey) (6), 5; G. Gowers (Sussex) (7), 6; A. Fisher (Essex) (9), 7; W. Massam (Warwicks) (8), 8; W. Poulton (Surrey) (—), 9; and S. Halsall (Lancs) (—), 10.

Motor Racing

LE MANS SECURE

The Le Mans 24-hour classic sports car race will go ahead as planned on June 15 and 16 this year. The organising club have issued a denial that they are in financial difficulties and plans for the race in Northern France are under way.

Motor Cycling

SHEENE RETIRES HAPPY

By GEORGE TURNBULL

BARRY SHEENE, who twice won the 500cc World Championship and became the country's most successful and popular rider, in a career spanning more than 15 years, announced yesterday that he is to retire from motorcycle racing.

Sheene, 34, who finished sixth in the World Championships last season on inferior machinery had been trying to put a team together for this year.

But at a Press conference yesterday Sheene said: "As far as bikes are concerned my retirement is irrevocable.

"I am retiring happy to leave the sport knowing I can still ride as well as in my championship years. But for various reasons I cannot obtain a full factory bike for next season.

Multiple fractures

"I could continue racing but it would be purely for the money and I have always said I would never do that."

Sheene, who took the major championships in 1976 and 1977, plans to extend his TV work and business interests but does not intend to run a racing team.

It was not only Sheene's success and millionaire lifestyle that made the Londoner a household name. His spectacular crashes and subsequent battles to regain fitness gained as much publicity.

In 1975 he crashed at 170mph at Daytona suffering multiple fractures and was back in racing in a matter of weeks. Then in 1982 he smashed into a machine lying on the track at 150mph while practising for the British Grand Prix at Silverstone.

He shattered both legs which were pieced together in an operation lasting more than seven hours. Few thought he would ride again but seven months later he was back in the saddle and on the Grand Prix circuit the following season.

Sheene, who lives in an 11th Century manor house at Charlwood, Surrey with his wife Stephanie, daughter and parents was awarded the M B E in 1978. He may race saloon cars and D A F trucks in Truck G P's.

Yesterday's Hockey

MAIDENHEAD IN CLIFF-HANGER

By CHRIS MOORE

Maidenhead ... 1
Cambridge University ... 0

Ian Ashby, the Cambridge University captain who formerly played for Maidenhead, led a determined rearguard action against his old club yesterday only to see the points disappear with the only goal three minutes before the end of their Atoni London League game.

Ashby worked tirelessly in the Cambridge defence, aided by Bannock and some daring work by Offen in goal. For 67 minutes Cambridge soaked up almost constant pressure under the Bisham Abbey floodlights.

Then Adby, who had earlier missed the best chance of the game when he was left unmarked to blaze his shot wide from a short corner, made amends. This time his angled shot, parried by Offen, finally rolled under the goalkeeper's body and over the line.

Maidenhead deserved their victory, with Cambridge getting maximum marks for effort—but the real winner was the Bisham Clubturf pitch which, hastily cleared of snow, played superbly.

Banner, always dangerous on the right wing, was Maidenhead's most effective forward with Robertson dealing capably with the rare Cambridge excursion into the opposing half.

Maidenhead.—J. Atkins; A. Robertson, I. Tyrell, P. Bussins, J. Hunt, T. Hunt, T. Adby, F. McGuire, A. Banner, N. George, R. Crawthorne.

Cambridge University.—S. Offen; R. Bannock, I. Ashby, R. Miles, P. Cootes, P. Sorell, G. Harper, M. Robinson, R. Rush, M. Partington, G. Pitcher (A. Shada).

OTHER SPORT TODAY

BASKETBALL.—Anglo-Scottish Cup, Q-final: Manchester Utd v Leicester (8).

BOWLS.—Women's Yellow Trophy, 3rd Rd: Nailsea v Clevedon; Woodspring v Yeovil.

DARTS. — Embassy World Prof. Ch'ship (Stoke-on-Trent).

REAL TENNIS.—Henry Leaf Cup (Queen's Club).

SNOOKER.—Mercantile Credit Classic (Warrington).

Motor Racing

Dumfries, the track aristocrat

By COLIN DRYDEN

Dumfries, Earl of; John Colum Crichton-Stuart; b 26 April 1958; heir of 6th Marquess of Bute. ... Address: Mount Stuart, Rothesay, Isle of Bute.

THE entry in Who's Who is laconic in the extreme and is interesting mainly in what it leaves out. A quick check shows he is heir to a multi-million pound fortune, 25,000 acres and a string of titles.

What it does not tell you is that Johnny Dumfries, the unassuming young aristocrat, is Britain's brightest motor racing hope for years.

Educated like his father at the Roman Catholic school, Ampleforth, he was always so determined to make his own way that he lives now in Fulham, South West London, has almost adopted the local accent and has worked as a painter and decorator.

But even for an heir keen to stand on his own feet, play down his title and avoid the gossip columns, being a house painter was not fulfilment enough for Johnny Dumfries.

However, for anyone wanting to hide his light under a bushel motor racing should not be the first choice, particularly if he is to be successful.

As plain Johnny Dumfries his interest in the sport was awakened through reading motoring magazines, and then lay dormant while he had a succession of jobs on leaving Ampleforth.

Fuse lit

His first real contact with motor racing came as a van driver and general dogsbody for the Williams team which won the Formula 1 Constructors Championship in 1980 and 1981.

Dumfries decided it was no good being on the fringe: he must compete himself and started in 1980 racing karts. He graduated the following year to Formula Ford, finishing fourth in his first race. The debut was unsensational but the fuse had been lit.

It was not until he reached Formula 3 that his latest talent really began to show, although he did have two wins in Formula Ford.

Dumfries started with an ex-B P Team Ralt and his performances brought him to the notice of Les Hacker, the B P motor sport manager. He crashed in almost more races than he finished and his best result in 12 races was fifth, but his potential was obvious —provided he stayed on the track.

The 1983 season was dominated by Ayrton Senna, of Brazil, and Martin Brundle, of Britain, but Dumfries shattered the Silverstone lap record in June while doing battle with both men, now established Formula 1 stars.

"He is obviously quick and he learns a circuit extremely well, putting in lap record times after only about four laps," says Mr Thacker.

Training ground

He also says that Dumfries is "intelligent, a good listener, absorbs advice and acts on it." "Johnny is determined to become a top racing driver on his own talents and we respect his wishes and never allude to his title," Mr Thacker adds.

Formula 3 is the training ground for the assault on the heights of Grand Prix racing, with every man seeing himself as a future world champion. In his B P-backed David Price Racing Ralt, Dumfries dominated this highly competitive class of racing in 1984 to an extent not seen for years.

He not only took the British F3 title but learned unfamiliar Continental tracks so swiftly that he was moral victor of the disputed European F3 series, too.

"At this stage I rate him on a par with Nelson Piquet and Derek Warwick when they were B P drivers in 1978," says Mr Thacker.

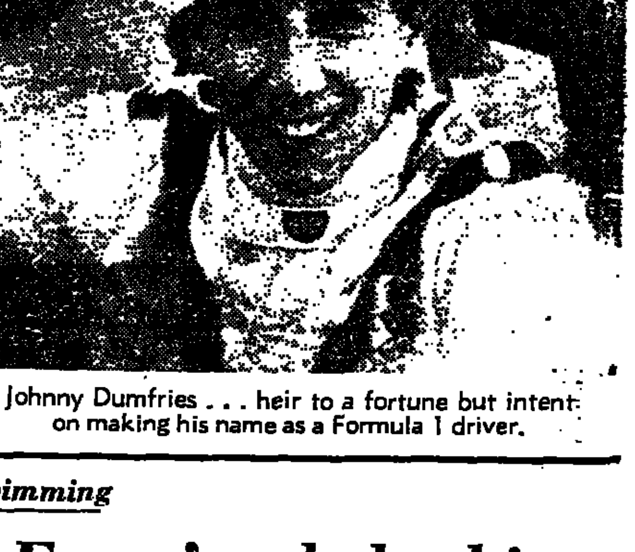
Because of his spectacular success in F3, Johnny Dumfries earned Formula 1 test drives for both John Player Team Lotus and Brabham, acquitting himself extremely professionally.

The Brabham team still has a vacancy alongside former double world champion, Piquet, and these are anxious days for Dumfries as he waits to know whether his ambition to become a Grand Prix driver is to be realised in 1985.

Sadly, seats in Grand Prix cars are not always decided on merit alone and the politics of sponsorship and nationality play their part.

On merit, Dumfries deserves his chance alongside 1983's F3 stars, Brundle and Senna. "If there is a place for me with Brabham it will be a fantastic opportunity," he says.

If the Brabham drive does not materialise, Formula 3's brightest star in 1984 will doubtless shine equally brightly in the new Formula 3000 series starting this year in place of Formula 2. But the goal eventually is the World Championship.



Johnny Dumfries . . . heir to a fortune but intent on making his name as a Formula 1 driver.

Swimming

Easter's scholarship in balance after ban

By PAT BESFORD

PAUL EASTER, the hero of Britain's team that took surprise Olympic bronze medals in the 4 x 200m freestyle relay, has been barred from representing the University of Arizona in the important College circuit which makes up the bulk of winter racing in the United States.

On the second leg in Los Angeles, Easter took the British squad from last to third—in a time bettered only by six others in the 32-man final. And Paul Howe and Andrew Astbury held on to the lead he had given them.

Now, if lawyers cannot sort out difficulties over Easter's eligibility, the Anglo-Scot, 31, would also lose the Arizona scholarship which he took up in September 1983, and which was not due to run out until the summer of 1987.

The rules of the National Collegiate Athletic Association, which govern sports scholarships and competition, allow a maximum of four years' eligibility.

The N C A A has said that the time Easter spent at technical colleges in Norwich and Coventry, obtaining pre-university qualifications to study in the United States, must be counted.

British rule

In Britain, these studies would be considered an extension of school. College status would come afterwards.

Not so in the United States where the granting of sports scholarships is based on the ability to take part in college competitive programmes.

Hamilton Smith, director of Scottish swimming, said: "I have managed to get Paul a sponsorship from the Skol brewery in Alea so that he can swim in the Canadian championships next month and make up a little for his loss of racing in the States.

"We are also appealing to set up a trust fund so that he can keep swimming and obtain his degree at Arizona, if the legal attempts are unsuccessful."

GOLF

SPORTGAL HOTEL DON PEDRO (Quinta do Lago).—2nd Rd: 142D. Ray (Long Ashton) 69, 73; 144—C. Tucker (St Andrews, London) 72, 72. P. Ackerley (Holland) 70, 74; 147—M. Grenron (St Andrews, London) 71, 76. Team: 283—M. Gregson; 279—G. Owens, D. Ray.

Motor Rallying

COLSOUL LEAD IS EXTENDED

By A Special Correspondent

As competitors entered Niger and moved from clearly-marked tracks to compass bearing navigation, French rally veteran Bernard Darniche "came back" to take fastest time on the seventh timed "special" of the seventh Paris-Dakar Rally.

Darniche and co-driver Alain Mahe — who last Sunday were reported out of the rally stuck in Algerian sand — completed the Tamanrasset to Iferouane section with their Audi Quattro just 12 minutes ahead of the Porsche 959 of last year's rally winner, Rene Metge.

Despite the rugged terrain Belgium's Guy Colsoul not only held, but extended, his lead in the general classification. At Iferouane his two-wheel drive Opel Manta 400 had a 19 minutes lead over the V8 powered Land Rover of 1984 Le Mans winner Henri Pescarolo of France.

Another Le Mans victor — Jacky Ickx of Belgium, who has won the sports car classic six times — moved up the classification to fifth overall after taking tenth fastest on Tuesday's section with his Porsche.

Mass retires

The third of the Rothmans supported cars, however, was out of the rally. After rolling several times West German Jochen Mass was reported retired and heading back to Algiers.

Competitors reached Agadez yesterday and now complete a loop in Nigeria before heading into Mali. Overall classification at Iferouane:

G. Colsoul (Belgium, Opel Manta) 10h. 32min 20s, 1; H. Pescarolo (France, Land Rover) 10:51:59, 2; H. Reymondis (France, Range Rover) 11:08:15, 3; R. ... (France, Toyota FJ6) 11:09:57, 4; J. Ickx (Belgium, Porsche 959) 11:26:52, 5.

The day that Sobers changed stroke at Sandy Lane

By E. W. SWANTON

WHEN a sportsman thinks of Barbados, he thinks of cricket, which is natural considering that this Caribbean island only the size of the Isle of Wight has bred and nurtured more fine cricketers to the square mile than any place on earth.

That Bajan soil is fertile ground for games-players of all sorts from polo to bridge (at which the national champion happens to be none other than the great batsman Everton Weekes).

The sporting attractions, for residents and visitors alike, now include an attractive golf course, and it so happens I have been following the building and growth of Sandy Lane Golf Club from before the first sod was turned.

Just 25 years ago on the Sunday of the Barbados Test the England and West Indian teams, with attendant officials and scribes, boarded a schooner at Bridgetown and sailed up the west coast, dropping anchor in Sandy Lane Bay.

There was swimming and a picnic, washed down by rum punch, and Ted Dexter introduced us to the dashing new sport of water ski-ing. Such were the social delights of touring in the good old days.

Trade winds

"Better make the most of this," said John Goddard, "they're starting to build at any moment." And so they did. In the middle of this delectable bay there sprang up the coral facade of Sandy Lane Hotel, prime jewel among its tropical kind, and behind the hotel the golf course.

The course, and its surrounding housing estate, began to emerge as soon as the cane-fields over which it was built had yielded their 1960 crop.

The plantation manager's house made the natural clubhouse, and starting point, from which a dog-leg first hole to a narrow green leads one due north to a pleasant drive-and-pitch second, and a truly forbidding third, 610 yards of it from the back tee, narrow, straight and rather dull, reminiscent of the 15th at Woking, which they call Harley Street.

From the third green a truck lifts one gratefully to three testing holes on a higher level. The fifth, with its second shot over a ravine to a sloping, well-guarded green, is a worthy hole in any company.

The seventh is the scenic pride of Sandy Lane, a pitch from a pulpit tee to a green far below the blue Caribbean as the backdrop. The ninth, a double par five, brings one back to the clubhouse and a welcome limeade.

The low handicap golfer who breaks 40 on the lower nine holes has well earned a second drink before he tackles the top or Molyneux nine holes, transported thither by truck.

The Molyneux provides a superb sea-scape at every hole, and the trade wind, which is Barbados' biggest natural boon, is always gently tempering the heat.

In the early days of the Golf Club, I organised the first major golfing occasion, a match in which Gordon Cunningham, the Scot from Royal Wimbledon who was the first professional, played the better ball of Tom Graveney (handicap two) and the pride of Barbados, Gary Sobers.

That drew the crowd, and the sight of Sir Garfield (as he now is) swinging as powerfully into a golf stroke as he swung the bat at a cricket ball was sufficient inducement to his fellow countrymen to try and do likewise.

They can play, by the way, also at Rockley on the south coast, while there is good golfing country on the breezier Atlantic side awaiting a new developer.

Out of season

Sobers, let me add, hits the ball vast distances, but he is generally beaten by the steadiness of the Barbados champion, Robert Piggott, who last year over 36 holes won by three strokes from the English amateur champion Craig Lawrence.

At Sandy Lane at the end of the month, we are to see in a pro-am associated with Robert Sangster several of the leading British professionals, teamed up with stars from the world of racing. They will include Bernard Gallacher, Sam Torrance, Michael King, Norman Wood, the Barbados-born professional David Griffiths, and the American visiting pro, Jim Fitzgerald, from the Columbia Country Club, Chevy Chase.

The amateurs will include Steve Cauthen, Jeremy Hindley, John Magnier and Sangster himself.

Next month (between Feb. 19-22), your correspondent will be treading new ground, introducing Sandy Lane to the more relaxed enjoyment of a Seniors' Meeting. Nine holes a day only, Stapleford scoring, for the over 55s, and — most important — front tees.

Out of season in late April (when prices all round are lower), will be staged the open amateur tournament, which annually attracts golfers from other West Indian islands as well as visitors from G B and North America. The climate varies little in Barbados, except that August and September are inclined to be muggy and liable to storms.

Last Night's Soccer

FOREST FIGHT ON TO FORCE VICTORY

By MICHAEL CALVIN

Newcastle ... 1, Nottingham Forest ... 3
(After extra time)

NOTTINGHAM FOREST enhanced their reputation for resilience in their F A Cup third round replay at St James' Park last night when they countered Newcastle's early onslaught with such style that extra time should have been unnecessary.

The F A Cup is the one trophy which has eluded Brian Clough's managerial career, but Newcastle's deep-seated hunger for success proved initially more powerful.

It is no exaggeration to say that Newcastle could have been three goals ahead by the fifth minute, when Chris Waddle took advantage of Forest's bemused defence to score with a deflected low shot from 12 yards.

The subsequent celebrations were borne of relief because that scoring move stemmed from the corner conceded when Segers saved Beardsley's poor attempt from a penalty.

As Newcastle swept forward McInally had little option but to handle Wharton's shot after Beardsley had been put clear by a miscalculated back pass from Fairclough. The penalty miss emphasised how Forest's goal had led a charmed life.

Gunn had cleared a close-range header by Waddle off the line and Segers, the on-loan Dutch goalkeeper, had produced an extraordinary save from Clarke's ferocious volley.

Understandably Forest took time to compose themselves after falling behind — Heard should have made more of another rash back pass by Davidson—but gradually they showed their powers of resilience.

Davenport went close with a measured chip and, when Megson brought Hodge down in full flight in the 29th minute, he coolly exacted revenge with a textbook penalty that sent Carr the wrong way.

Indeed Forest ended a remarkable first half well on top and the hail of snowballs which greeted them after the interval was a bizarre compliment to their efficiency.

Jack Charlton, the Newcastle manager, from all accounts, accused his team of lack of professionalism during half-time, but Newcastle continued to betray their sudden loss of self-confidence.

Forest should have taken the lead in the 68th minute when Wigley's pace embarrassed Clarke before he found Christie unmarked at the far post. With the goal at his mercy Forest's Geordie striker shot hurriedly and Clarke was able to clear.

Forest had every reason to be confident as they gathered around Brian Clough on the touchline before the start of extra time. They were secure in the knowledge that, in recent games they had come from behind to defeat Manchester United, Ipswich and Aston Villa.

Bowyer put Forest ahead in the 107th minute with a 20-yard drive.

The Teams

Newcastle United:—Carr; Brown, Saunders, Heard, Anderson, Clarke, Megson, Wharton, Waddle, Beardsley, McDonald.

Nottingham Forest:—Segers; McInally, Darcdem, Gunn, Fairclough, Bowyer, Wigley, Metgod, Christie, Davenport, Hodge.

AGBOOLA FOR SUNDERLAND

By ROGER MALONE

REUBEN AGBOOLA, whose promising Southampton career turned sour after a nightclub incident ended with the London-born sweeper in hospital, is likely to be in Sunderland's side against Liverpool on Saturday.

Provided he passes today's medical, Agboola, 22, will sign for about £150,000 for a side beaten in their last five games, and sliding dangerously towards Division Two. Talks began after Saturday's 4-0 defeat at The Dell.

Having established himself strongly in a Southampton side which finished runners-up in last season's Championship, Agboola has been selected only occasionally since recovering from facial injuries.

With Ivan Golac, 34, Saints' veteran Yugoslav right-back, also leaving yesterday to join Portsmouth, on a month's loan initially — and with Steve Williams' recent £550,000 move to Arsenal — Saints have reduced their wage-bill and boosted their coffers.

Kerry Dixon's Chelsea's 23-goal leading scorer, has only a fifty-fifty chance of recovering from a knee injury in time to play at West Ham on Saturday.

Paul Price, the former Spurs and Wales centre-back returned from Minnesota Strikers who is now trying to find a new club, is to visit Swansea.

The Welsh club urgently need an infusion of experience and are considering starting Price on a month's non-contract basis.

SOCCER FIXTURES

Kick-off 7.30 unless stated

FOOTBALL COMB.—Charlton v West Ham (2).

F A VASE.—3rd Rd. 2nd Replay: Braintree v Wivenhoe. 3rd Replay: Sudbury v VS Rugby (7.45).

SOUTHERN JUNIOR FLOODLIT CUP.—2nd Rd Replay: Southampton v Swansea (7). 3rd Rd: Ipswich v Wimbledon.

E S F A U-19 COUNTY CH'SHIP.—Northants v Herts (Desborough).

Peter Davenport, who equalised for Nottingham Forest from a penalty after (right) Steve Hodge had been brought down.

LUTON SQUEEZE THROUGH

By DENIS LOWE

Stoke City ... 2, Luton Town ... 3

A CLOSE range second half goal by Mal Donaghy last night earned Luton a fourth round home date with Huddersfield or Wolves.

With a light covering of snow, the Victoria Ground pitch proved tricky. But Luton, held 1-1 at Kenilworth Road on Saturday, were in confident mood after taking a two-goal lead within 12 minutes.

Hill opened Luton's account in the ninth minute, deceiving Roberts with a right-foot shot from 25 yards after Harford had played the ball in from the left.

A misunderstanding between Roberts and Dyson brought Luton a rather fortunate second goal three minutes later. The Stoke players left it to each other when Hill pushed a pass down the middle and, when the goalkeeper eventually tried to hack the ball away, it rebounded off the challenging Harford and sailed into the empty net.

Notable chance

Roberts had to make a hurried headed clearance from Harford in Luton's next advance but Sealey then had to deal with several awkward crosses as McIlroy and Chamberlain tried to revive Stoke.

A notable chance came Stoke's way after 30 minutes but Bertschin, at full stretch, just failed to reach Chamberlain's pass in front of a gaping goal and Breacker, performing well in defence, stepped in to clear.

Stoke pulled back a goal with a debatable penalty with the second half only 26 seconds old. Referee Daryll Reeves, of Uxbridge, pointed to the spot when Parkin was brought down by Foster's tackle in the corner of the box and Painter drove the spot kick powerfully to Sealey's left.

Stein hit the woodwork and O'Callaghan made a last ditch clearance from Daniel before Donaghy, the Northern Ireland defender, restored Luton's two-goal lead in the 63rd minute.

Foster nodded down Hill's corner and, although Roberts blocked a shot by Stein, Donaghy pounced on the rebound at close range.

Five minutes later, this game of fluctuating fortunes, produced another Stoke goal. Chamberlain reacted more quickly than the Luton defence when Maskery put over a long centre, and the England winger struck a fierce shot past Sealey.

Stoke City:—Roberts; Bould, Maskery, Hudson, Dyson, O'Callaghan, Parkin, Mcilroy, Painter, Bertschin, Chamberlain.

Luton Town:—Sealey; Breacker, Thomas, Turner, Foster, Donaghy, Hill, Stein, Harford, Daniel, Parker.

YESTERDAY'S FOOTBALL

F A CUP—3rd Rd Replays

Stoke (0) 2	**Luton (2) 3**
Painter (pen.)	Hill
Chamberlain	Harford
—9,917	Donaghy

Winners home to Wolves or Huddersfield.

SOUTHERN LGE.—Bill Dellow Cup. 3rd Rd: Cheltenham 3, Forest Green 1.

CENTRAL LGE.—Div. 1: Nottingham F. 3, Bradford C. 0—Sheffield Utd 1, Notts Co. 0. Div. II: Doncaster 2, Wolves 0.

POSTPONED

F A CUP.—3rd Rd Replays: Charlton v Tottenham, Norwich v Birmingham.

CANON LEAGUE.—Div. III: Derby v Bournemouth.

FOOTBALL COMB.—Bristol Rov v Swindon, Oxford Utd v Portsmouth.

CENTRAL LGE.—Div. I: Barnsley v Everton. W. Bromwich v Blackburn. Div. II: Hull v Sunderland, Scunthorpe v Leicester.

RUGBY UNION

CANCELLED. — Army v Hants. C Services v RAF. Cross Keys v Neath. Ebbw Vale v S Wales Police. Llanelli v Glamorgan Wand.

SCHOOLS.—Tour Match: Midlands 3, New Zealand 20 (Stourbridge).

BOWLS

PRUDENTIAL NAT. TRIPLES.—4th Rd: A. Jordan (Arun) 10, J. Norman (Victor) 15—B. Fryer (Worthing) 16. D. Miller (Victor) 18—D. Herbert (Arun) 26. S. Shepherd (Arun) 11—T. Hewlett (C Palace) 11. R. Binns (Croydon) 17—E. Merrifield (Croydon) 21. R. Cummings (C Palace) 14—A. Church (Lewisham) 13. R. Stone (Lewisham) 9—J. Cock (Dartford) 15. D. Cruickshank (Dartford) 13—K. Barnard (Temple) 22. P. Potter (Lewisham) 5—R. Rice (Temple) 12. D. Coomber (Dartford) 18—L. Lee (Falcon) 23. R. Marshall (Towerlands) 12—D. Belverstone (Falcon) 18. W. Bell (Falcon) 12—E. Seymour (Bees Col) 15. N. Walker (Scutchmed) 28—G. Cochrane (Tilbury) 15. D. Careless (Towerlands) 23—T. Emmons (Chesham) 26. T. Jones (Barking) 13—E. Kitson (Chesham) 14. D. Jarrold (Barking) 13—A. Nimmo (Tye) 18. J. Dowler (Chesham) 8—J. Lunn (Berkhm) 21. T. Beauchamp (Barking) 16—A. Legg (Barking) 14. C. Bristow (Chesham) 13—C. Knight (Arun) 24. W. Moore (Grafton) 15—G. Coles (Stow) 21. J. Skinner (Angel) 10—D. Gibbard (Deanery) 18. F. Budden (Folkestone) 16—R. Twine (Pavilion) 21. D. Harding (Victor) 11—R. Ward (Victor) 18. P. Hobday (Victor) 14—D. Deane (Victor) 24. G. Holloway (Grafton) 10—B. Miller (Preston) 23. W. Craddock (Preston) 8.

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Harrison, 17, stays put in £¼m deal

By DONALD SAUNDERS

LIVERPOOL have re-emphasised their intention to remain a force in English and European soccer, well into the foreseeable future, by paying £250,000 for a young striker of negligible experience, then loaning him back to the selling club.

The subject of this latest instance of the long-term planning that has become the hallmark of Liverpool's team building policy is Wayne Harrison, 17, who has played four senior games for Oldham since becoming a full-time professional three weeks ago.

Though Joe Fagan has not seen Harrison play, Bob Paisley, his predecessor as manager and now a director, and Geoff Twentyman, the chief scout were very impressed when they watched the lad.

"You get reports about a very special player perhaps once in 20 years," said Mr Fagan. "That is why we have signed him."

Aware that Manchester United, Nottingham Forest and Everton were also very interested, Liverpool clearly decided it would be unwise to wait, even though Harrison is not nearly ready for First Division football.

"With Oldham still in the F A Cup and not too well placed in the League, we decided Wayne could stay there until the end of the season," explained Mr Fagan. "This will give him first team experience — which could be better than playing in the reserves here — and will help him to mature."

The fee is the biggest paid for a player of Harrison's tender years. Though Steve Mackenzie cost Manchester City £25,000 more, when Malcolm Allison signed him from Crystal Palace in 1979, he was five months older.

"It is a deal that benefits all three parties," claimed Joe Royle, manager of Oldham, who are losing £1,500 a week.

"Liverpool get a player of exceptional talent, we get a financial uplift and Wayne joins a world famous club.

"When I took him on as an apprentice, last May, he was the best 16-year-old I had seen since Trevor Francis."

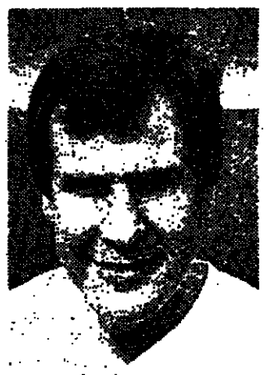
Thompson wanted

Meanwhile, Sheffield United are trying to extend their month's loan on Phil Thompson, the Liverpool and former England central defender, which is due to end on Saturday.

"I certainly want to sort something out," said Ian Porterfield, United's manager. "A lot depends of Phil's attitude. He has been 100 per cent. Sheffield United since he came."

Neighbouring Sheffield Wednesday have loaned Ian Hesford, their England Uner-21 goalkeeper, to Fulham for six weeks.

Hesford, 24, a member of the England side who won the UEFA Under-21 Championship in 1983, joined Wednesday from Blackpool at a fee of £150,000 last August, but has failed to displace Martin Hodge as first choice goalkeeper.



Joe Royle . . . happy with the deal.

REDFERN LEAVING

Peter Redfern the Wolves secretary is leaving at the end of the month. Secretary for the past two years, he has given 12 year's service to the club. He is to take up an administrative position with Marks and Spencer.

Snooker

Thorne races through to tough semi-final

By JANICE HALE

WILLIE THORNE reached the semi-finals of a major professional tournament for the third time by beating former United Kingdom champion John Virgo 5-1 in the £200,000 Mercantile Credit Classic at the Spectrum Arena, Warrington, yesterday.

Thorne, 30, whose 12th place in the world rankings is partly attributable to his defeat of Virgo in the Embassy World Championship — a result which also aided Virgo's slip from the top 16 — was never under pressure and was consequently able to display his break-building skills to advantage.

After a cautious opening frame, the Leicester professional put together breaks of 44, 68, 34, 100, 42 and 38 in achieving his comprehensive victory.

With his wealth of natural ability, the root of Thorne's failure to win a major tournament lies in a temperament which makes winning very difficult.

His opponent in the semi-finals, world champion Steve Davis, has no such problem and is more than able to exploit any chink that may show in Thorne's mental armour.

Thorburn recovers

On their previous two meetings over the best of 17 frames, Davis allowed Thorne to win only two frames in the 1981 Coral U.K. Championship and only three in the same event two years later.

In the bottom half of the draw, Cliff Thorburn, the No. 3 seed, trailed Terry Griffiths 1-3 and 2-4 before taking three consecutive frames to win 5-4.

With both players having a similar, steady style, the first eight frames lasted three hours 33 minutes in playing time and it was midnight before the match had been decided.

Thorburn made the two highest breaks, 71 in the third frame and, crucially, a frame-winning 64 in the eighth. Griffiths' best effort was 49.

The final place in the semi-finals will be filled by either Australian Warren King, who eliminated Jimmy White 5-2 in the quarter-finals and Joe Johnson, who beat the No. 2 seed, Tony Knowles, 5-1 in the first round.

Otr-finals: C. Thorburn (Canada) bt T. Griffiths (Llanelli) 5-4. Frames (Thorburn first): 22-50, 36-70, 98-8, 44-69, 62-13, 71-43, 100-16, 13-79, 65-26. W. Thorne (Leicester) bt J. Virgo (Southend) 5-1. Frames (Thorne first): 79-33, 79-24, 79-38, 52-61, 134-0, 86-33.

BLADON LINES
OVER £100 OFF! SOME JAN. HOLS.
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Bowls

ENGLAND'S RESHUFFLE

By Our Bowls Correspondent

SINCE 1967, when Ireland joined England, Scotland and Wales in the annual women's bowls international team championship, Scotland have taken home the Clare Johns Trophy 10 times.

England won in 1974/78/79/83 and Wales in 1977/80/81/84, the last slaughtering English belief that, at long last, a new era had arrived.

Fact clearly obliterated daydreams when the England selectors chose the team for the 1985 series in Glasgow (April 18-21).

Ten of last winter's 24 who finished in third place have been replaced by former team recalls plus four new caps: Wendy Line, Lorraine Hawes, Betty Stubbings and Rayna Campbell.

Campbell pedigree

Mrs Campbell, recent winner of the Tees-side Women's Masters Event, is the national indoor singles champion. The other three are former winners of the national outdoor singles title and Mrs Hawes has twice held the British Isles singles championship.

Even so, the change of players was less remarkable than the shuffling of positions, with only eight retaining both place and last winter's position in the team. They include skips Irene Molyneux, Norma Shaw and Chris Wessler.

RINK 1.—B. Trafford, L. Hawes, B. Stubbs, M. Steele.
RINK 2.—A. O'Donohue, P. Ward, E. Lonan, I. Malyneux.
RINK 3.—P. Spence, K. Green, M. Lockwood, N. Shaw.
RINK 4.—M. Rawlinson, B. Anderson, M. Price, C. Wessler.
RINK 5.—T. Dixon, B. V. Goodman, F. Guy, G. Warehan.
RINK 6.—R. Campbell, W. Lane, M. Beech, T. Barton.

CYCLING

BREMEN 6-DAY.—After 5 days: 1, Kilcher & H. Rinklin (W Germany) 287 pts. 2: G. Wiegan (Australia) & A. Doyle (GB) 205. 4.

U.S. Golf

LANGER READY TO TRIUMPH

By ALEX LANCASTER in Palm Springs

BERNHARD LANGER'S rise from a nine-year-old caddie at Anhausen in West Germany, to a world star has caught the imagination of America's West Coast golfing enthusiasts.

When Langer, 26, teed off just after 10 a.m. yesterday at Bermuda Dunes in the "star" field alongside Jack Nicklaus, Arnold Palmer and Ray Floyd, he was making his Californian debut.

Californians love a winner. Last year in Los Angeles they gave a rapturous welcome to Severiano Ballesteros and there was genuine sympathy when the dashing Spaniard failed to qualify on his first appearance in that city.

Now Langer is here with an impressive record. He has won 16 titles in a career spanning 15 seasons, four national titles last season in France, Spain, Holland and Ireland as well as the second runner-up spot with Tom Watson behind Ballesteros in the Open at St Andrew's.

Successful 'raid'

Accompanied by his charming new Florida wife Vikki he made a highly successful "raid" on America last season, playing in eight tournaments and finishing third at Bay Hill, Orlando, and fifth in Hawaii.

He ended up a useful 75th with £60,000—a good show when one considers that he deliberately cut his American programme short in order to go for the No. 1 position in Europe.

ALL AMERICAN ONE RND (Rancho Mirage, California): — 64—J. Fought (course record). 70—L. Elder. 71—J. Pate, D. Storkton, G. Gilbert. 72—L. Trevino, H. Sutton. 73—L. Wadkins.

HALL STARTS WITH A 68

By ADRIAN FREDERICK in Pretoria

Jeff Hall made his Sunshine Circuit debut and immediately put himself in line for the £7,000 first prize in the ICL International at the Zwartkop County Club, Pretoria yesterday.

The Bristol professional scored a four-under-par 68 to trail American Vic Hartman by two strokes after the opening round. Nick Price was on 67 with six players on 68 including Hall and Mark Johnson.

Hall, the winner of the 1983 Jersey Open, has for the last few years played on the Safari circuit and finished second in the Kenya Open in 1983.

Yesterday he started on the 10th tee and birdied three in a row from the 11th. A dropped shot at the 17th followed by another birdie saw him to the turn in 33 and he picked up another two birdies against a dropped shot on the way home.

Happy Bennett

Former Zimbawian Johnson, who played several tournaments in South Africa as an amateur but is on his first visit here as a professional, dropped only one shot—on the long seventh—and picked up five birdies.

Steve Bennett, delighted at the recent form of his favourite soccer club Grimsby Town, was also pleased with his putting in a back-to-form 69. "I holed two 40-footers and several other long ones," he said.

Defending champion David Feherty was in a group on 70.

66—R. Hartman (US).
67—N. Price.
68—J. Hall (GB); N. Johnson (GB); R. Richardson; G. McDonald; A. Johnstone; R. Kehrer.
British and Irish—68—S. Bennett; 70—D. Feherty. 71—M. Sharman; W. Humphreys. 72—P. Harrison, D. Cooper; N. Burch; A. Oldcorn.
73—P. Way, M. James, D. Durnian, I. Moses.

Table Tennis

COOKE GOES ON STAND-BY

Alan Cooke, 18, of Chesterfield, the England No. 2, has been put on stand-by for the £7,300 Charles Church international table tennis championship at Wembley Conference Centre on Saturday

Mike Watts, the organiser, is worried that the severe weather conditions could affect the event.

There is concern about the availability of Desmond Douglas, England's top player, who is not due at Heathrow until Saturday morning because he is playing in the German Bundesliga tomorrow.

COMPUTER RANKINGS.—Men: D. Douglas (Birmingham), 1. A. Cooke (Chesterfield), 2. C. Preus (IoW), 3: G. Sandley (Poltres Bar), 4: D. Wells (Milton Keynes), 5: P. Bradbury (Aylesbury), 6: S. Andrew (London), 7: N. Mason (Bexhill), 8: J. Souther (Reading), 9: J. Billing (Manchester), 10. Women: A. Gordon (Reading), 1: J. Grundy (Preston), 2: K. Witt (Reading), 3: L. Bellinger (Dunstable), 4: F. Elliott (Wolverhampton), 5: J. Bellinger (Dunstable), 6: M. Salesbury (Newbury), 7: S. Smedley (Portrn Barr), 8: J. Harris (Walsall), 9: K. Smith (Leicester), 10.

Darts

BRISTOW HAS FEW PROBLEMS

Eric Bristow defeated Alan Glazier in four straight sets to earn a place in the semi-finals of the Embassy World Professional Darts Championship in Stoke last night, and promised, "It's all over now. I've won it again for sure."

Bristow, 27, the defending champion who is chasing his fourth world title this week, was hardly stretched by Glazier, who had hammered 69 centuries including eight maximums in his last match, against Northern Ireland captain Steve Brennan.

"He could not hit even one maximum against me, could he?" said Bristow. "These lads can do it against each other but they can't do it against me and that's why I'm he best. Alan played his final in he last round.

"I had my score on Saturday. There won't be any more and nobody is going to stop me now."

EMBASSY WORLD CH'SHIP (Stoke-on-Trent).—Quarter finals: E. Bristow bt A. Glazier 4-0.

Lawn Tennis

Jarryd through to face McEnroe

By JOHN PARSONS in New York

THE case for reviving the original Grand Prix Masters lawn tennis policy of staging the event on different surfaces in different countries each year was strongly reinforced by the opening matches in New York.

Those who collect most of their qualifying points on clay, which in many countries is still the principal surface, seldom perform well on the fast carpet court laid down each year now in Madison Square Garden.

So it was again this time as Henrik Sundstrom and Aaron Krickstein, both most comfortable still on clay, were beaten in their opening matches without offering more than a glimpse of the ability which has carried them into the world's top dozen.

Even allowing for the pulled back muscle, a legacy from the Young Masters in Birmingham, which inhibited Sundstrom, especially when he was serving, the odds always seemed to be in favour of his fellow tax exile in London, Anders Jarryd.

Sundstrom fades

Jarryd won 6-4, 6-1, and it might have been even easier but for the fact that he took time to eradicate problems with his close-to-the-net volleys. Once the breakthrough was achieved in the ninth game when he pounded a winning service return off a weak second serve, Sundstrom's resistance swiftly faded.

The reward for the winner is a challenge to John McEnroe tonight. Sundstrom had been hoping for the opportunity to prove that his Davis Cup triumph over the world No. 1, on clay, was more than an emotionally-inspired upset.

Jarryd, on the other hand, beat McEnroe in Canada in 1983, and, leading 5-3 in a second-set tie-break in Stockholm in November, was two points away from beating him again in their last meeting, which was also the setting for what even by McEnroe's standards, was a spectacular outburst.

There was a delay of more than 10 minute, during which McEnroe incurred a game penalty, and picked up fines leading to the suspension which ruled him out of Wembley and the Australian Open. This was all because he had dropped his serve on what he thought were faulty calls, when 4-2 ahead in the second set.

At the time, the outraged Jarryd was livid over what he clearly saw as blatant gamesmanship. But he shrugged such memories aside in New York and merely said: "McEnroe's a superb player on this surface. It'll be a very tough match for me."

No doubt Jarryd's mellowness of mood was due partly to the fact that by defeating Sundstrom, he had reminded the Swedish selectors that for any matches not on clay, he merits the No. 2 Davis Cup singles place he was so upset not to have in Gothenburg.

In the second match Johan Kriek, who now meets the Swedish No. 1, Mats Wilander today, had too much power, despite bouts of wildness, for Krickstein, 17, the youngest ever to qualify for the Volvo Masters. Kriek won 7-5, 6-3.

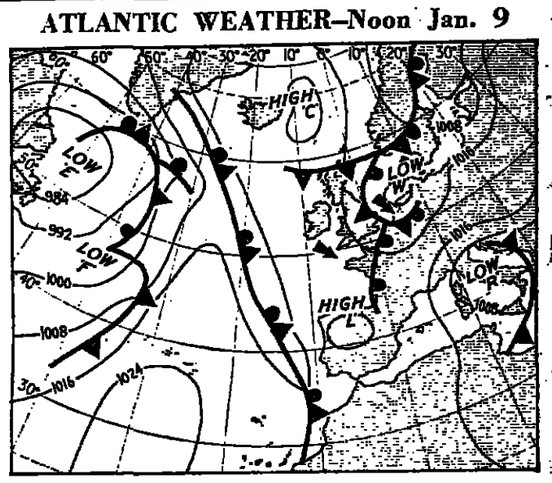
Twice Krickstein had chances to extend the match—when he broke back to 5-4 in the first set, and when, helped by two double faults, he led 2-0 in the second. But on each occasion Kriek stepped up the pace by attacking the serve and immediately breaking back.

It was a disappointingly low-key, almost tedious start to what is supposed to be the climax of the Grand Prix year.

1ST RD.—A. Jarryd (Sweden) bt H. Sundstrom (Sweden) 6-4, 6-1. J. C. Kriek bt A. Krickstein 7-5, 6-3.

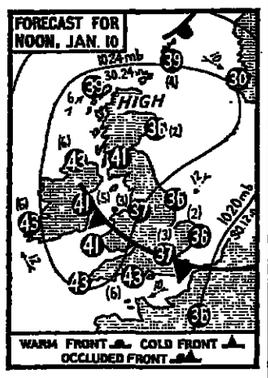
WASHINGTON WOMEN'S INDOOR CH'SHIPS.—1st rd: S. Goles (Yugoslavia) bt L. Bonder (U.S.) 4-6, 6-1, 7-6; D. Spence (US) bt R. Reggi (Italy) 3-6, 6-4, 6-4; E. Smylie (Australia) bt P. Paradis (France) 6-2, 6-2; B. Gadusek (US) bt A. Minter (Australia) 6-2, 6-4; W. Turnbull (Australia) bt G. Fernandez (Puerto Rico) 6-4, 6-1; H. Sukova (Czechoslovakia) bt M. Gurney (US) 6-1, 4-6, 6-4; H. Mandlikova (Czechoslovakia) bt M. Mesker (Holland) 6-3, 7-6.

ATLANTIC WEATHER—Noon Jan. 9



Low "E" is expected to move very slowly north-west while Low "F" runs quickly north around its eastern side. High "C" will move quickly south, while High "L" remains slow moving. Low "R" will move slowly south-east and fill. Low "W" will move quickly south.

BRITISH ISLES



Issued at 6.30 p.m.

Black circles show temperatures expected in Fahrenheit. The equivalent temperature in Centigrade is given alongside in brackets. Arrows indicate wind direction and speed in m.p.h. Pressures in millibars and inches.

BRITISH RESORTS

Reports for the 24 hours to 6 p.m. yesterday:

	Sun hrs.	Rain ins.	Max. Temps. F	C	Weather (day)
East					
Scarborough	—	0.40	39	4	Cloudy
Bridlington	0.4	0.32	39	4	Cloudy
Cromer	4.2	0.24	39	4	Bright
Lowestoft	1.5	0.10	36	2	Bright
Clacton	5.2	0.02	36	2	Sunny
Margate	—	0.02	37	3	Bright
South					
Folkestone	5.5	0.07	37	3	Sun am
Hastings	1.0	0.17	36	2	Sun pm
Eastbourne	3.4	0.03	36	2	Bright
Brighton	—	0.04	34	1	Bright
Worthing	5.0	—	37	3	Bright
Bognor	3.4	—	37	3	Sunny
Southsea	5.9	—	39	4	Sunny
Sandown	6.1	—	37	3	Sunny
Ventnor	3.8	0.03	39	4	Sunny
Bournemouth	4.5	—	37	3	Bright
Swanage	5.0	0.01	39	4	Sunny
Weymouth	5.3	—	39	4	Sunny
Exmouth	1.2	0.06	39	4	Cloudy
Teignmouth	0.4	0.10	41	5	Cloudy
Torquay	0.9	0.07	41	5	Shr pm
Falmouth	3.0	0.07	45	7	Sunny
Penzance	3.1	0.09	46	8	Hail
Jersey	2.0	0.15	45	7	Shr pm
Guernsey	1.2	0.06	45	7	Showers
West					
Scilly Isles	4.7	0.09	48	9	Sun pm
Newquay	3.1	0.01	46	8	Bright
Ilfracombe	0.2	0.02	45	7	Cloudy
Tenby	1.1	0.09	41	5	Cloudy
Colwyn B.	0.5	—	42	6	Bright
Morecambe	1.8	—	42	6	Cloudy
Douglas	2.4	0.04	41	5	Brgt pm
Scotland					
Eskdalemuir	0.1	—	37	3	Sunny
Prestwick	2.1	0.01	46	8	Bright
Glasgow	3.2	—	39	4	Brgt pm
Tiree	3.8	0.01	45	6	Brgt pm
Stornoway	0.6	0.09	43	6	Showers
Lerwick	—	0.03	39	4	Shrs pm
Wick	0.9	0.03	41	5	Clear
Kinloss	—	0.02	41	5	Showers
Aberdeen	3.7	0.11	39	4	Shrs pm
St Andrews	4.3	—	39	4	Shr pm
Edinburgh	1.2	—	41	5	Bright
Northern Ireland					
Belfast	0.6	0.05	39	4	Shrs am

LONDON READINGS

Max. temp. (6 a.m. to 6 p.m.) 37F (3C); min. temp. (6 p.m. to 6 a.m.) 30F (—1C); rainfall trace; sunshine 0·1 hour.

In Britain yesterday (daytime): Warmest Isles of Scilly 48F (9C); coldest Anvil Green, Kent, 34F (1C); wettest Boulmar 0·47 inch; sunniest Sandown, Eskdalemuir 6·1 hours.

LAWN TENNIS

AUCKLAND GRAND PRIX.—Rd 2: R. Drewett (Australia) bt H. Sanchez 6-4, 6-4; P. Doughan (Australia) bt C. Miles (Australia) 6-3, 6-4; H. Masur (Australia) bt R. Duke (Australia) 6-1, 6-1; K. Evernden bt L. Shiras (US) 6-7, 6-3, 6-3.

HOME AND ABROAD

Ajaccio	f	34	1	London	c	34	1
Akrotiri	f	66	19	*L. Angls	s	57	14
Algiers	f	46	3	Lxmbrg	sn	9	-13
Amstdm	sn	28	-2	Madrid	dr	50	10
Athens	f	59	15	Majorca	f	45	7
Bahrain	s	64	18	Malaga	dr	50	10
*Barbados	f	82	28	Malta	c	52	11
Beirut	f	9	-13	Mnchstr	fg	30	-1
Belfast	f	36	2	*Mexico C	s	59	15
Belgrade	c	12	-11	Miami	s	68	19
Berlin	f	9	-13	Milan	s	21	-6
Biarritz	c	36	2	Montreal	c	2	-17
Birmghm	c	32	0	Moscow	c	10	-12
Blckpool	fg	27	-2	Munich	s	9	-13
Bordeaux	s	50	1	Nairobi	s	77	25
*Boston	s	25	-4	Naples	c	36	2
Boulogne	c	34	1	Newcastle	r	37	3
Bristol	s	39	4	New York	s	21	-6
Brussels	sn	23	-5	Nice	s	52	0
Budapest	s	16	-9	Oporto	s	43	6
*B. Aires	s	90	32	Oslo	c	16	-9
Cape Tn	f	73	23	Paris	c	25	-4
Cardiff	c	37	3	Perth	s	102	39
Casablnca	f	59	15	P. Stanley	s	61	16
Cologne	sn	19	-7	Prague	s	1	-17
Copnhgn	s	19	-7	Reykjavik	f	30	-1
*Chicago	s	25	-4	Rhodes	f	63	17
Corfu	f	54	12	*R de Jan	c	79	26
*Denver	sn	30	-1	Rivadh	s	70	21
Dublin	c	36	2	Rome	th	34	1
Dubrvnik	c	45	7	Salzburg	s	9	-13
Edinbrgh	c	34	1	*S. Frisco	s	50	10
Faro	s	46	8	*Santiago	s	82	28
Florence	f	30	-1	*S. Paulo	d	68	20
Frankfurt	c	12	-11	Singapore	f	88	30
Funchal	f	63	17	Stockhlm	f	12	-11
Geneva	s	12	-11	Strasburg	s	10	-12
Gibraltar	f	55	13	Tangier	s	55	13
Glasgow	f	37	3	Tel Aviv	s	79	26
Guernsey	f	41	5	Tenerife	f	68	20
Helsinki	sn	10	-12	Toronto	c	4	-16
Hongkong	c	57	14	Tokyo	s	48	9
Innsbrck	s	12	-11	Tunis	c	41	5
Inverness	c	37	3	Valencia	s	43	6
I. of Man	s	9	-13	*Vancver	s	30	-1
Istanbul	r	37	3	Venice	c	27	-3
Jersey	f	39	4	Vienna	c	14	-10
L. Palmas	f	70	21	Warsaw	s	12	-11
Lisbon	s	59	4	Wellngtn	s	66	19
Locarno	s	56	2	Zurich	s	0	-18

Key: C—cloudy; dr—drizzle; f—fair; fg—fog; r—rain; s—sunny; sn—snow; th—thunder. Temperatures 1 & C: lunchtime generally. Asterisk indicates previous day's reading.

SKI-ING CONDITIONS

The following reports were supplied by representatives of the Ski Club of Great Britain:

	Depth		Conditions		Weather & Temp(F)	
	l	u	Pist	o.P

TELEVISION—THURSDAY

GUIDE BY RONALD HASTINGS

BBC-1

6.30 a.m.-9 Breakfast Time, with Frank Bough and Selina Scott. 10.30-10.50 Play School, rpt. 12.30 News, Weather. 12.57 Regional News (London and South East only: Financial Report and News). 1 Pebble Mill at One: In the Falklands with Bob Langley. 1.45 Bagpuss, rpt. 2-2.40 The Afternoon Show, looking at Smoking, The Muscle Cult and Ken Bruce. 3.48 (not London) Regional News. 3.50 Play School. 4.10 The Family-Ness. 4.15 Farmer Giles of Ham, part four, read by Freddie Jones. 4.30 Dogtanian and the Three Muskehounds, cartoon serial. 4.55 John Craven's Newsround. 5 Blue Peter: Sunken Treasure! (Ceefax subtitles.) 5.30 Dr Kildare, rpt. 5.58 Weather.

6 00 NEWS.

6 30 REGIONAL MAGAZINES.

6 55 TOMORROW'S WORLD—including a breakthrough in electric cars.

7 20 TOP OF THE POPS — Introduced by Mike Read and Mike Smith.

8 00 THE FRONT LINE — Sheldon intends to change his name to that of a Zulu chief, while Malcolm has an awkward visit from a social worker.

8 30 A QUESTION OF SPORT — The start of a new series, again with David Coleman and team captains Bill Beaumont and Emlyn Hughes, at a more convenient, later time. (Ceefax sub-titles).

9 00 NEWS.

9 25 ★CHARTERS AND CALDICOT — Petunia Day. Opening episode in a promising new comedy-thriller with two Whitehall warrior characters we first saw played by Naunton Wayne and Basil Radford in the 1938 film "The Lady Vanishes", now retired from work for HMG, not quite MI5, not quite not, and transformed into Robin Bailey and Michael Aldridge, old school pals, terribly pedantic, mad about cricket. Gently amusing, distantly related to P. G. Wodehouse, the plot developing nicely, but possibly the two are slightly too opaque, too obtuse, stretching comic licence into exaggerated caricature. Written by Keith Waterhouse who provides the traditional opening, a body in the library. (Ceefax sub-titles.)

10 15 QUESTION TIME—Sir Robin Day with Ann Burdus, Denzil Davies, Roy Jenkins and Malcolm Rifkind.

11 15 NIGHT COURT — All You Need Is Love. The start of a new American comedy series with Harry Anderson (the con-man in "Cheers") as New York's youngest, least orthodox, judge. 11.40 Weather.

BBC-2

5.25 p.m. News, Weather. 5.30 Darts: World Professional Championship, first of three visits today, this one highlights from last night.

6 00 MONKEY — What Monkey Calls the Dog Woman. English version of Oriental legend. Repeat.

6 45 "FUNNY LADY" (1975) — Babra Streisand continuing as Broadway star Fanny Brice seven years after "Funny Girl" in a sequel which was apparently more fiction than fact. She marries showman Billy Rose (James Caan). Several songs and musical numbers, but generally placed further down the scale than the earlier film, disjointed, erratic and indifferently scripted. Also starring Omar Sharif.

9 00 DARTS—World Professional Championship.

9 30 FORTY MINUTES — The Promised Land. This could have been sub-titled Forty Years, for it compares the united, confident nation of 1945, on the brink of victory and a new life which would banish all ills, with the present time, "all hope and idealism evaporated". What happened to the promised renaissance? Where's the new dawn? Made in black and white.

10 10 DARTS—Continuing the treble-twenty concentration.

10 40 NEWSNIGHT.

11 25-12.15 DARTS — More of the World Professional Championship.

ITV Thames

6.15 a.m. Good Morning Britain. 9.25 Thames News Headlines, followed by Sesame Street. 10.25 Thomas the Tank Engine and Friends. 10.35 Let's Pretend: Mr Woof the Guard Dog. 10.50 Inspector Gadget: Race to Finish. 11.10 Do It Herself: car maintenance, rpt. 11.35 He-man and Masters of the Universe: The Search. Animated adventure. 11.55 Rub a Dub Dub: Baa Baa Black Sheep. 12 The Little Green Man. 12.10 Mooncat and Co: Names, rpt. 12.30 The Sullivans. 1 News. 1.20 Thames News. 1.30 Falcon Crest: Love Triumphs. 2.30 Daytime. 3 Gems: episode five of the serial. 3.25 Thames News Headlines. 3.30 Sons and Daughters. 4 The Little Green Man, rpt. 4.15 The Moomins. 4.20 Sooty: Keeping a Secret. 4.40 Words, Words, Words. 5 Dangermouse: Play It Again, Wufgang. 5.15 Blockbusters.

5 45 NEWS.

6 00 THAMES NEWS — With Andrew Gardner and Tina Jenkins.

6 30 THAMES SPORT—Presented by Steve Rider.

7 00 KNIGHT RIDER — Knight In Disgrace. Heroin is found on Knight and he is suspended. Then he trusts the wrong man.

8 00 DUTY FREE — Viva Espana. Starting a repeat of this Yorkshire TV comedy series which has only just ended.

8 30 HOTEL — Transitions. No other dramatic details supplied as Thursday evening gets back to its pre-holiday sub-standard.

9 30 TV EYE—What Price Trident?

10 00 NEWS AT TEN; followed by Thames News Headlines.

10 30 SNOOKER — Ending the first semi-final in the Warrington tournament, previouslyl given two hours today on Channel Four.

12.15 NIGHT THOUGHTS — With Jan Pickard.

Channel 4

2.30 p.m. Snooker: the first semi-final from Warrington. 4.30 Countdown. 5 "Sentimental Journey" (1946, b/w): the title has it right, one of those all-out weepies which were so popular in Hollywood in the late 1940s and 1950s. Maureen O'Hara as an actress who is told she is dying, so she adopts an orphan girl to keep her husband company after she's gone; directed, surprisingly, by Walter Lang. Not so much a handkerchief film as one for the bath towel. John Payne as the husband, plus William Bendix, Cedric Hardwicke and Mischa Auer. Variety said it could lead to the invention of the five-cornered handkerchief.

6 45 SATELLITES OF THE SUN — An animated look at the solar system. Repeat.

7 00 CHANNEL FOUR NEWS — At 7.50 Comment and Weather.

8 00 DISCOVERY — David Bellamy and Miranda Robertson, in their new series, now discover a Scottish team who have been "doing logic" with light beams, a development that could start a new age in computing.

8 30 TREASURE HUNT — South Wales. The helicopter circles around while a brother and sister try to sort out the clues.

9 30 THE PRICE — The start of a new six-part psychological thriller, set in Ireland and England at the present time. Terrorists kidnap a millionaire's wife and daughter and demand a ransom. But the decision he faces may not be straightforward, since she is his second wife, very much younger, relations may not have been all happy, and the daughter is from his first marriage. With Peter Barkworth and Harriet Walter as the married couple and Derek Thompson as the terrorist planning the snatch.

10 30 ON FINDING A SYMPHONY—And the big question is, whose symphony? Last month, in Odense, Denmark, it was given its first performance in the town where it was found three years ago by an archivist, with two other hand-written symphonies, all believed to be by the very young Mozart. This one, given its TV première here, is in a rare key for a Mozart symphony, A minor.

11 30-12 HALL OF MIRRORS—Professor James Mackey in the first of a new ten-part series "exploring the baffling images of human faith". Professor Mackey, an Irish-born Roman Catholic, is joined here by Professor Leszek Kolakowski.

★★ Outstanding. ★ Recommended.

ITV REGIONS

TVS

6 15 Good Morning.
9 28 Sesame Street.
10 30 Groovie Ghoulies.
11 00 Fireball XL5.
11 30 Mysteries, Myths and Legends.
12 00 Little Green Man.
12 10 Mooncat & Co.
12 30 The Sullivans.
1 00 News, TVS News.
1 30 Falcon Crest.
2 30 Daytime.
3 00 Gems.
3 25 TVS News; Young Doctors.
4 00 Little Green Man.
4 15 The Moomins.
4 20 Sooty.
4 40 Words, Words, Words.
5 00 Dangermouse.
5 15 Blockbusters.
5 45 News.
6 00 Coast to Coast.
6 40 Crossroads.
7 05 Emmerdale Farm.
7 35 "Benny and Barney: Las Vegas Undercover" —1977 film, a murder story with Terry Kiser, Jane Seymour, Timothy Thomerson.
9 00 Duty Free.
9 30 TV Eye.
10 00 News, TVS News.
10 30 Snooker.
12 15 Company.

Anglia

6 15 Good Morning.
9 25 Sesame Street.
10 25 Cartoon Time.
10 40 The Protectors, rpt.
11 05 Standby. Lights, Camera, Action.
11 55 Cartoon Time.
12 00 Little Green Man.
12 10 Mooncat & Co, rpt.
12 30 The Sullivans.
1 00 News, Anglia News.
1 30 The Champions, rpt.
2 30 Daytime.
3 00 Gems.
3 25 Anglia News.
3 30 Sons and Daughters.
4 00 Little Green Man.
4 15 The Moomins.
4 20 Sooty.
4 40 Words, Words, Words.
5 00 Dangermouse.
5 15 Blockbusters.
5 45 News.
6 00 About Anglia.
6 35 Crossroads.
7 00 Knight Rider.
8 00 Duty Free, rpt.
8 30 Hotel.
9 30 TV Eye.
10 00 News, Anglia News.
10 30 Eritrea—The Forgotten War: Oliver Walston reports.
11 00 Snooker.
12 15 Norfolk—New Guinea Return: Archbishop David Hand.

Central

6 15 Good Morning.
9 25 Soup and Me.
9 50 Flight of the Snows.
10 20 The Specialists.
10 30 "Two Thousand Women"—1944 film, a WW II PoW drama: Phyllis Calvert, Flora Robson. B/w.
12 00 Little Green Man.
12 10 Mooncat & Co.
12 25 World of Stories.
12 40 Contact.
1 00 News, Central News.
1 30 The Champions.
2 30 Daytime.
3 00 Gems.
3 25 News.
3 30 Sons and Daughters.
4 00 Little Green Man.
4 15 The Moomins.
4 20 Sooty.
4 40 Words, Words, Words.
5 00 Dangermouse.
5 15 Blockbusters.
5 45 News.
6 00 Crossroads.
6 25 Central News.
6 55 Emmerdale Farm.
7 25 "Carry On Behind" (1976): Kenneth Williams and the usual Carriers-on, plus Elke Sommer.
9 00 Duty Free, rpt.
9 30 TV Eye.
10 00 News, Central News.
10 30-12.15 Snooker.

Yorkshire

6 15 Good Morning.
9 25 Weather; Sesame St.
10 25 The Galway Way.
11 10 One Antarctic Summer.
12 00 Little Green Man.
12 10 Mooncat & Co.
12 30 Calendar Picture Show: new series.
1 00 News, Calendar News.
1 30 The Love Boat.
2 30 Daytime.
3 00 Gems.
3 25 News.
3 30 Sons and Daughters.
4 00 Little Green Man.
4 15 The Moomins.
4 20 Sooty.
4 40 Words, Words, Words.
5 00 Dangermouse.
5 15 Blockbusters.
5 45 News.
6 00 Calendar, Weather.
6 40 Crossroads.
7 05 Emmerdale Farm.
7 35 "Benny and Barney: Las Vegas Undercover" —1977 film, a murder story with Terry Kiser, Timothy Thomerson.
9 00 Tripper's Day.
9 30 TV Eye.
10 00 News.
10 30-12.15 Snooker.

HTV

6 15 Good Morning.
9 25 Sesame Street.
10 25 The Champions, rpt.
11 15 Japanese Mountain Family.
11 30 Home, rpt.
11 55 Home Cookery Club.
12 00 Little Green Man.
12 10 Mooncat & Co.
12 30 The Sullivans.
1 00 News, HTV News.
1 30 A Country Practice.
2 30 Daytime.
3 00 Gems; HTV News.
3 30 Sons and Daughters.
4 00 Little Green Man.
4 15 The Moomins.
4 20 Sooty.
4 40 Words, Words, Words.
5 00 Dangermouse.
5 15 Blockbusters.
5 45 News.
6 00 HTV News.
6 40 Crossroads.
7 05 Emmerdale Farm.
7 35 "Benny and Barney: Las Vegas Undercover" —1977 film, a murder story with Terry Kiser, Timothy Thomerson, Jane Seymour.
9 00 Duty Free, rpt.
9 30 TV Eye.
10 00 News, HTV News.
10 30 Winter Outlook.
10 35 The West This Week.
11 00 Snooker.
12 15 Weather.

HTV Wales: 6 p.m.-6.40 Wales at Six. 10.30-12.15 Snooker.

TSW

6 15 Good Morning.
9 25 Sesame Street.
10 25 "Wombling Free" — 1977 film with David Tomlinson, Frances De La Tour, Bonnie Langford and, of course, The Wombles.
12 00 Little Green Man.
12 10 Mooncat & Co.
12 30 The Sullivans.
1 00 News, Local News.
1 30 The Love Boat.
2 30 Daytime.
3 00 Gems.
3 30 Sons and Daughters.
4 00 Little Green Man.
4 15 The Moomins.
4 20 Sooty.
4 40 Words, Words, Words.
5 00 Dangermouse.
5 15 Gus Honeybun.
5 20 Crossroads.
5 45 News.
6 00 Today South West.
6 25 Gardens for All.
6 55 Benson.
7 25 "Carry On Behind" (1976): Kenneth Williams and the usual Carriers-on, plus Elke Sommer.
9 00 Duty Free, rpt.
9 30 TV Eye.
10 00 News, Local News.
10 34 Snooker.
12 15 Postscript.
12 20 Weather, Shipping.

Channel

9 25 The Little House on the Prairie.
10 25-5.15 As TSW.
5 15 Beverly Hillbillies.
5 45 News.
6 00 Channel Report.
6 25 Crossroads.
6 50 Home Cookery Club.
6 55 Benson.
7 25-12.15 As TSW.
12 15 News, Weather in French; Weather.

WELSH CHANNEL 4

1 p.m. Countdown. 1.30 Alice. 2 Ffalabalam. 2.15 Setbacks. 2.30-4.30 Snooker. 4.50 Ffalabalam. 5 Hanner Dwsin: new cartoon series. 5.10 Y Gwylit. 5.35 Mary Tyler Moore Show. 6 Brookside. 6.30 Teulu-Ffon. 7 Newyddion Saith. 7.30 Teulu-ffon. 8.5 Coleg. 8.35 Drannoeth v Ffair: Y Chieftains. Y gyntaf mewn cyfres o uchafbwyntiau "Gwyl Shindi Man", a gynhaliwyd yn y Majestic yng-Nghaernarfon. Yn dilyn Penawdau Newyddion. 9.5 "Which Side Are You On?" —Ken Loach's film on miners families and their songs and poems about the current strike. 10.5 Return to Glennascaul: mystery story introduced by Orson Welles. 10.30-12.20 World Cinema: "The Handyman" — a Canadian film with Jocelyn Berube and Andree Pelletier.

BBC WALES

5.35 p.m.-5.58 Wales Today. 6.30-6.55 Dr. Kildare—Richard Chamberlain in an episode of the medical drama series which made his name. With Raymond Massey. 8.30-9 Week In Week Out.

RADIO

FOUR

5 55 on l-w Shipping.
6 00 News Briefing.
6 10 Farming Today.
6 25 Prayer for the Day.
6 30 Today.
9 00 News.
9 05 On the Day I Was Born: David Steel, born 31 March 1938.
9 30 Living World, rpt.
10 00 Medicine Now, rpt.
10 30 Morning Story.
10 45 Act of Worship.
11 00 The Four Seasons, rpt: Winter.
11 48 Passing Trades?
12 00 You and Yours.
12 27 Humour in Music, rpt: first of 4 programmes.
12 55 Weather.
1 00 The World at One.
1 40 The Archers.
1 55 on l/w Shipping.
2 00 Woman's Hour.
3 00 "Why Weren't You Looking?": Kay McManus's play, a space fantasy with William Hope.
4 00 Enquire Within.
4 10 Bookshelf, rpt.
4 40 Story Time: "Master of the Moor" (4).
5 00 PM (5.50 on l-w Shipping).
5 55 Weather.
6 00 News, Financial news.
6 30 My Word! Rpt.
7 00 News.
7 05 The Archers.
7 20 Any Answers?
7 40 International Assignment.
8 10 Plato to Nato, rpt: 2, Augustine and Aquinas.
8 40 Profile.
9 00 Does He Take Sugar?
9 30 Tales from a Palin Court.
9 45 Kaleidoscope.
10 15 Book at Bedtime: "Empire of the Sun" (9).
10 30 The World Tonight.
11 15 The Financial World.
11 30 Today in Parliament.
12 00-12.15 News, Weather.
12 33 Shipping.

VHF: 11 a.m.-12 For Schools. 1.55 Listening Corner. 2-3 For Schools. 11 p.m.-11.30 Study on 4: Measuring Up.

THREE

6 55 Weather.
7 00 News.
7 05 Morning Concert (8-8.5 News).
9 00 News.
9 05 This Week's Composers: Zelenka, Biber.
10 00 Mozart Attributions.
10 30 English Cello Music.
11 20 Vienna PO, with Jessye Norman (soprano): Beethoven, Mahler, Janacek (12.10-12.30 Six Continents, rpt).
1 00 News.
1 05 Birmingham Lunchtime Concert: Stephen Roberts (baritone), with oboe and piano.
2 00 Sounds Fife and Clarion.
2 25 "Tiefland" ("The Lowland"): music-drama by Eugen d'Albert after Angel Guimera's "Terra Baixa" (3.55-4 Reading).
4 55 News.
5 00 Mainly for Pleasure.
6 30 Bandstand.
7 00 ... A Full and Piercing Tone: music associated with Austrian instrument-maker Jacob Stainer.
7 45 Karlheinz Stockhausen: Music and Machines (3), from London's Barbican Hall (8.20-8.40 Poetry of Samuel Daniel).
9 30 Gabriel Josipovici's soliloquy "A Changeable Report" read by Paul Scofield.
9 55 BBC PO, with Christian Blackshaw (piano): Mussorgsky arr. Rimsky-Korsakov, Mozart, Prokofiev.
11 15 The King's Singers.
11 57-12 News.

TWO

4 00 Colin Berry.
6 00 Ray Moore.
8 05 Ken Bruce.
10 00 Jimmy Young.
1 05 David Jacobs.
2 00 Gloria Hunniford.
3 30 Music All the Way.
1 00 David Hamilton.
6 00 John Dunn.
8 00 Wally Whyton.
9 55 Sports Desk.
10 00 The Impressionists.
10 30 Star Sound Extra.
11 00 Brian Matthew.
1 00 Bill Rennells.
3 00-4 Benny Carter.

VHF: 10 p.m.-12 As Radio 1.

ONE

6 00 Adrian John.
7 00 Mike Read.
9 00 Simon Bates.
12 00 Gary Davies.
2 30 Steve Wright.
5 00 Bruno Brookes.
7 30 Janice Long.
10 00-12 Into the Music.

WORLD

6 a.m. Newsdesk. 7 World News. 7.9 Twenty-four Hours. 7.30 Cole Porter and his Music. 7.45 Network U.K. 8 World News. 8.9 Reflections. 8.15 Country Music Profile. 8.30 John Peel. 9 World News. 9.9 British Press Review. 9.15 The World Today. 9.30 Financial News. 9.40 Look Ahead. 9.45 Monitor. 10 News. 10.1 From the Promenade Concerts. 10.30 Clayton's Zodiac. 11 World News. 11.9 News about Britain. 11.15 New Ideas.

12 noon Radio Newsreel. 12.15 Top Twenty. 12.45 Sports Roundup. 1 World News. 1.9 Twenty-four Hours. 1.30 Network UK. 1.45 Sackbuts and Sinfonias. 2. Outlook. 2.45 Juke Box Dury. 3. Radio Newsreel. 3.15 The Pleasure's Yours. 4 World News. 4.9 Commentary. 4.15 Assignment. 4.45 The World Today. 5 World News. 5.9 Meridian.

8 p.m. World News. 8.15 Jolly Good Show. 10 World News. 10.9 The World Today. 10.25 The Week in Wales. 10.30 Financial News. 10.40 Reflections. 10.45 Sports Roundup. 11 World News. 11.9 Commentary. 11.15 Merchant Navy. 11.30 Meridian.

12 midnight World News. 12.9 News about Britain. 12.15 Radio Newsreel. 12.30 Mainstream. 1 News. 1.1 Outlook. 1.30 Talk. 1.45 Ulster Newsletter. 1.50 In the Meantime. 2 World News. 2.9 British Press Review. 2.15 The Art of Gerald Moore. 2.30 Church and State. 3 World News. 3.9 News about Britain. 3.15 The World Today. 3.30 Business Matters. 4 Newsdesk. 4.30 Country Music Profile. 5.45 The World Today.

WAVELENGTHS

Radio 1: 1089 kHz, 275 m, 1053, 285. Radio 2: 909, 330, 693, 433. (Radio 1/2 VHF: 88-90·2 MHz). Radio 3: 1215, 247. (90·5-92·5). Radio 4: 200, 1500. Greater London 720, 417. (92·94·5, 97·1). World Service: 648, 463. Radio London: 1458, 206 (94.9). LBC: 1152, 261. (97.3). Capital: 1548, 194. (95.8).

THEATRES & CINEMAS

Use prefix 01 only when telephoning from OUTSIDE LONDON

OPERA & BALLET

• MATINEE TODAY

COLISEUM S 836 3161 CC 240 5258
ENGLISH NATIONAL OPERA
Ton't 7.00 last perf. MAZEPPA. Tomor 7.30 RIGOLETTO. Sat 7.30 TOSCA. Also Booking: Tristan and Isolde, Anna Karenina. CC Ticketmaster 01-379 6212.

ROYAL FESTIVAL HALL. Box Office 01-928 3191. CC 01-928 8800.
LONDON FESTIVAL BALLET
Until Jan. 16. Eves 7.30. Sat. Mat. 3.00 THE NUTCRACKER

ROYAL OPERA HOUSE, Covent Garden. Res: 01-240 1066/1911. Access, Visa, Diners Club. S. Standby info 01-836 6903. 65 amphi seats avail for all perfs from 10 a.m. on the day. Tickets Opera: £2.00-£34.00. Ballet £1.00-£20.00.
THE ROYAL BALLET
Ton't, Mon, Wed 7.30 Cinderella. Sat 2.00 & 7.30, Tue 7.30 Swan Lake. Ballet Casting info 01-240 9815.
THE ROYAL OPERA
Tomor 7.00 Die Zauberflote.

SADLER'S WELLS. 278 8916. Until Sat. Eves 7.30.
PILOBOLUS DANCE THEATRE
278 0855 for Stagecoach (theatre bus) & Winter prog. Grp Sales 930 6123.

CONCERTS

BARBICAN HALL, Barbican Centre, EC2. 01-628 8795/638 8891. STOCKHAUSEN: MUSIC AND MACHINES. Until Rehearsals 10 a.m. Solo. 11.30 a.m. Spiral. 3.00 Mikrophonie II. 5.35 Film Cinema 2 Telemusik. 7.45 Ref Simons. John Alldis cond. Pascal Dessaint Hammond organ. Michael Barker recorder. Michael Vetter voice. John Rushby-Smith sound projection. STOCKHAUSEN: Mikrophonie II, Solo, Spiral, Telemusik.

THEATRES

ADELPHI THEATRE. 01-836 7611/2. C.C. 01-836 7358. C.C. bookings 741 9999/379 6433. Group Sales 930 6123. Rudyard Kipling's JUNGLE BOOK. The play starring FENELLA FIELDING and JEREMY SINDEN. Directed by JOHN HARTOCH. "Kipling is clearly back." Gdn. "The adaptation bespeaks a genuine love of the original." D. Tel. "Fascinating." D. Mail. Eves. 7.0, mats Wed., Sat. 3.0. LAST 3 DAYS.

ADELPHI THEATRE. 836 7611. C.C. 836 7358. Group Sales 930 6123. THE "LAMBETH WALK" MUSICAL ME AND MY GIRL. ROBERT LINDSAY, FRANK THORNTON, EMMA THOMPSON. Prevs. from Feb. 6. Opens Feb. 12.

ALBERY. 836 3878. cc 379 6565/379 6433. Group Sales 930 6123/836 3962/741 9999. Eves. 8.0. Thurs. Mat. 3.0. Sat. 5.0 & 8.15. "OH BOY WHAT A HOOT." D. Mail. "A RAPTUROUS WELCOME BACK." B.B.C. for SANDY WILSON'S WONDROUS MUSICAL THE BOY FRIEND. DEREK WARING, PETER BAYLISS, PADDIE O'NEIL. "BLISSFULLY FUNNY." Times. "A RIPPING SHOW." D. Tel.

ALDWYCH THEATRE. 836 6404/0641. CC 379 6233. Group Sales 930 6123. Mon.-Thurs. 7.30. Fri. & Sat. 5 & 8.30. ROWAN ATKINSON in THE NERD by LARRY SHUE. Directed by MIKE OCKRENT. "An anticipatory Amityville Horror ... a wonderful display of grotesque comedy." Gdn. "RIB-SHATTERINGLY FUNNY." Obs. "BLISSFULLY LUDICROUS." F.T.

AMBASSADORS. 836 6111. cc 741 9999. Grp Sales 930 6123. Eves 8.0. Fri 5.30 & 8.30. Tues Mat 3.0. THE LITTLE THEATRE OF COMEDY COMPANY. ALAN AYCKBOURN'S INTIMATE EXCHANGES. This Week: A ONE MAN PROTEST. Directed by ALAN AYCKBOURN. "The most ambitious theatrical conceit to have hit the West End since the Norman Conquest." S. Exp.

APOLLO. Shafts Av. S CC 01-437 2663/434 3598. Group sales 01-930 6123. Mon. to Fri. 8.0. Thurs. 3.0. Sat. 5.0 & 8.30. KEITH BAXTER, MILO O'SHEA in CORPSE! by Gerald Moon. "A WILD COMEDY THRILLER." D. Mail. "NOT SO MUCH A WHODUNIT AS A WHODUNIT TO WHOM." Half price on top price seats for children all Mat. perfs.

APOLLO VICTORIA. 828 8665 CC 630 6262. Group Sales 930 6123. STARLIGHT EXPRESS. Music by ANDREW LLOYD WEBBER. Lyrics by RICHARD STILGOE. Directed by TREVOR NUNN. "A MUSICAL THAT SURPASSES ANYTHING AROUND IN EVERY DIMENSION." D. Exp. Eves. 7.45. Mats Tues. & Sat. 3.0. BOX OFFICE OPEN 10 a.m.-8 p.m. 100 tickets are held for Tuesday matinee only, available at the Box Office from 10 a.m. on day of performance, limited to 2 per person/some £5 standing room tickets are available half an hour before every performance for the unwaged and students. Apply daily to Box Office for returns. Now booking through September 1985.

ASTORIA THEATRE (next to Tottenham Court Road Stn). Box Office 734 4287/8/9. C.C. 379 6433. Grp Sales 930 6123. ANDREW LLOYD WEBBER presents MELVYN BRAGG & HOWARD GOODALL'S THE HIRED MAN. "Unbeatable and unmissable." Punch. "Howard Goodall's score is one of the finest I have heard in a British musical in years." Guardian. "A HIGHLIGHT OF THIS YEAR AND A MAGNIFICENT BRITISH ACHIEVEMENT." Time Out. "THE BEST MUSICAL OF THE YEAR." Punch. Eves. 8.0. Mats. Wed. 3.00. Sat. 4.00.

BARBICAN. 01-628 8795/638 8891 cc (Mon-Sun 10 a.m.-8 p.m.) For inclusive hotel/ticket package 01-930 7111.
ROYAL SHAKESPEARE COMPANY
BARBICAN THEATRE PETER PAN by J. M. Barrie today 2.00 & 7.30 and all week (runs 3hrs 15). THE PIT New production of WASTE by Harley Granville-Barker ton't 7.30.

BLOOMSBURY THEATRE. 387 9629/380 1453. C.C. 380 1453/379 6433. DAVID WOOD'S THE GINGERBREAD MAN starring PETER DUNCAN. UNTIL 12 JAN. Today 2.30, Fri. & Sat. 2.30 & 5.30. SUN. PERF. 3.30. Contact Box Office for further perf. times. Half-price child's ticket with each adult ticket Sat. and Sun. only.

CHICHESTER FESTIVAL THEATRE. 0243 781312. Spike Milligan, Bill Pertwee, John Cleese, Barrie Gosney, Julie Dawn Cole & Janet Mahoney in BABES IN THE WOOD with guest Star Evelyn Laye. Twice daily 2 & 7.

COMEDY. 930 2578. C.C. 839 1438. Evgs. 8.0. Fri. & Sat. 6 & 8.45. BEST MUSICAL. Evg Std. THE INTERNATIONAL AWARD-WINNING SMASH HIT LITTLE SHOP OF HORRORS. SECOND GREAT YEAR!! "I LOVED IT—HOPE IT RUNS FOR 1,000 YEARS." Time Out. SEATS AT SOME PERFS. FROM £6. Group Sales Box Office 930 6123.

COTTESLOE. 928 2252 CC 928 5933. 'S' (National Theatre's small auditorium—low price tkts). Ton't, tomor 7.30 & Jan. 12 to 15. Opens Jan. 19 at 8.00 DOOMSDAY.

CRITERION. S 930 3216 CC 379 6565/741 9999/379 6433. Grps. 836 3962. Evgs 8.0. Thurs. Mats 2.30. Sats. 5.30 & 8.30. THE DAILY MIRROR & THE DAILY MAIL AGREE "BRITISH FARCE AT ITS BEST." The Theatre of Comedy Company. ROBIN ASKWITH, JACK SMETHURST, PETER SALLIS, PRUNELLA GEE, SERETTA WILSON, TIMOTHY CARLTON, DAVID MASTERMAN, PAUL TOOTHILL in RUN FOR YOUR WIFE written and directed by RAY COONEY. "Over 700 side-splitting perfs." "SHOULD RUN FOR LIFE." Sunday Express. Special Theatre Dinner Criterion Brasserie Stalls or Circle Ticket £14.60.

DOMINION THEATRE, Tott Ct Rd W1. Daily 2.30 and 7.30 until Feb. 9. KEITH HARRIS & ORVILLE in HUMPTY DUMPTY. A New Musical Pantomime. "... gives full value for money." F.T. Tickets from £3.50 to £7.50. £2 OFF: Children & OAPs. 01-580 9562/3 CC 01-323 1576/7.

DRURY LANE THEATRE ROYAL. 01-836 8108. 01-240 9066. 01-240 9067. DAVID MERRICK'S Award Winning Broadway Musical 42ND STREET. "A BLISSFUL EVENING. EVERYTHING POSSIBLE FOR A MUSICAL TO HAVE AND STILL PLENTY MORE—DAZZLING!" D. Mail. "EXHILARATING." D. Tel. "YOU WON'T FIND A SHOW IN LONDON WITH MORE RAZZLE DAZZLE." D. Exp. Evgs 8.0. Mats Wed. 3.0. Sats 5.0 & 8.30. Group Sales 01-930 6123. Booking until July. Mon.-Sat. 10 a.m.-8 p.m.

DUCHESS THEATRE. 01-836 8243. 01-240 9648. HELEN MIRREN in EXTREMITIES. A new play by William Mastrosimone. "A potent piece of real raw drama." D. Mail. "A powerful and disturbing thriller." Std. Evgs Mon.-Fri. 8.0. mat. Wed. 3. Sat. 5.30 and 8.30. SUITABLE FOR ADULTS ONLY.

DUKE OF YORK'S. S. 836 5122/9837. Evgs 8. Thurs. at 3. Sat. 5 & 8.30. "TRIUMPH ON TAP." Evg Std. STEPPING OUT. A new comedy by RICHARD HARRIS. "HAD THE FIRST NIGHT AUDIENCE YELLING FOR MORE." Daily Mail. "MUST SURELY TAKE THE TOWN ... GO." Daily Telegraph.

FORTUNE. 01-836 2238. CC 379 6433. ENDS SAT! Today & tomor. 1.30 & 4.30. Sat. 11.00, 2.00 & 6.30. TOAD OF TOAD HALL. 25th consecutive London Season of A. A. Milne's classic children's musical.

GARRICK. C.C. S. 01-836 4601. Today perfs. 3.0 & 8.0. Sun. evgs. 8.0. Wed. Mat. 3.00. Sat. 5.00 & 8.00. CC 379 6433. Group sales 01-930 6123. 14TH HYSTERICAL YEAR. LONGEST RUNNING COMEDY IN THE WORLD NO SEX, PLEASE—WE'RE BRITISH. 2 HOURS OF NON-STOP LAUGHTER. Directed by Allan Davis. OVER 5,500 FANTASTIC PERFS.

GLOBE. CC 437 1592. Andrew Lloyd Webber presents the COMEDY OF THE YEAR Society of West End Theatre Awards 1983 DAISY PULLS IT OFF by Denise Deegan. Directed by David Gilmore. "ABSOLUTELY SPIFFING." D. Tel. "FULL MARKS FOR DAISY." Std. "A gold start for Daisy for a delightful show." Daily Mail. Eves. 8.0. Mats. Wed. 3.0. Sat. 4.0. Group Sales 930 6123. "THIS IS AN ABSOLUTE HOOT AND A SCREAM." Sunday Times. SECOND GREAT YEAR.

GREENWICH THEATRE. 01-858 7755. Evgs. 7.45. Mats Sat. 2.30. CIDER WITH ROSIE by LAURIE LEE. Adapted for the stage by JAMES ROOSE-EVANS. "A most appealing show." Time Out ... extended to February 2.

HAYMARKET THEATRE ROYAL. 930 9832. Group Sales 930 6123. MAGGIE SMITH, JOAN PLOWRIGHT and MICHAEL JAYSTON. THE CHICHESTER FESTIVAL THEATRE PRODUCTION OF THE WAY OF THE WORLD. Directed by William Gaskill. "Maggie Smith returns to our stage in glory." F. Times. "The most outstanding achievement was that of Joan Plowright." Standard. "William Gaskill's superb production." Punch. Evg. 7.30. Mats Wed. 2.30. Sat. 3.0. FOR A LIMITED SEASON.

HER MAJESTY'S. 01-930 6606. C.C. 01-930 4025. Group Sales 930 6123. WEST SIDE STORY. "THE BEST MUSICAL EVER WRITTEN." City Limits. "FINGER CLICKING GOOD." Std. Mon.-Fri. Evgs 7.30. Sat. 4.45 & 8.0. Mat. Wed. 2.30. All perfs to May now on sale.

KING'S HEAD. 226 1916. Dnr 6.45. Show 7.45. MEET ME AT THE GATE. An intimate Revue.

LONDON PALLADIUM. 01-437 7373. Evenings 7.30. Mats. Wed. & Sat. 2.45. LONDON'S GREAT STAR-STUDDED SPECTACULAR MUSICAL TOMMY STEELE IN SINGIN' IN THE RAIN with ROY CASTLE. "TOMMY STEELE'S MERE PRESENCE ON THE STAGE LIGHTS UP THE ENTIRE THEATRE." S. Times. BOOKING OPEN NOW FOR ALL PERFORMANCES TO NEXT JUNE. Credit Cards 01-437 2055/734 8961. Night/Sunday Ansafone 01-437 6892.

LYRIC HAMMERSMITH S CC 741 2311. Evgs 7.30. Thur & Sat Mat 2.30. The Super Soul Musical THE WIZ. "IT'S A RIGHT-ON 'GET ON DOWN' HIT GOSPELLING MUSICAL BONANZA." F.T. "Looks and sounds stunning." Tms.

LYRIC. Shaftesbury Ave., 437 3686. CC 434 1050/434 1550/741 9999. Grp Sales 930 6123. LAST 5 PERFS. Today 3.0 & 8.0. Tomor. 8.0. Sat. 5.30 & 8.30. MATINEE TODAY 3.00. THEATRE OF COMEDY COMPANY. DINSDALE LANDEN, GEMMA CRAVEN, NEIL PEARSON, DAVID JOHN, JOHN CHANNELL MILLS and PATRICK O'CONNELL. LOOT by JOE ORTON. Directed by JONATHAN LYNN. "I laughed until the tears ran down my face." F.T.

LYRIC. Shaftesbury Ave., 437 3686/7. CC 434 1050. 434 1550. 8 WEEKS ONLY. FEB. 4 to MAR 31. THE NATIONAL THEATRE PRODUCTION. JULIE WALTERS, IAN CHARLESON. FOOL FOR LOVE by Sam Shepard. Directed by Peter Gill. "Blazingly impressive performances in throat-clutcher of a play." Mail on Sunday.

LYTTELTON. 928 2252 CC 928 5933. 'S' (National Theatre's proscenium stage). Ton't, Tomor 7.45, then Jan. 12 to 16 & Jan. 31 to Feb. 4 SHE STOOPS TO CONQUER by Goldsmith.

MAYFAIR. S. C.C. 629 3037. Mon.-Thu. 8. Fri./Sat. 5.40 & 8.10. RICHARD TODD in THE BUSINESS OF MURDER.

MERMAID THEATRE. 01-236 5568. CC 01-741 9999. Seats from any Keith Prowse. No booking fee. Group sales 01-930 6123. Eves. 7.30. Thurs. and Sat. Mats 3.0. LOU HIRSCH, CLIVE MANTLE and SUSAN PENHALIGON in OF MICE AND MEN. STEINBECK'S timeless masterpiece.

NATIONAL THEATRE. South Bank. NATIONAL THEATRE COMPANY. SEE SEPARATE ENTRIES UNDER OLIVIER / LYTTELTON / COTTESLOE. Excellent cheap seats on day of perf. all three theatres from 10 a.m. RESTAURANT 928 2033. CHEAP EASY CAR PARK.

NEW LONDON. Drury Lane, W.C.2. 01-405 0072 CC 01-404 4079. Eves. 7.45. Tues. & Sat. 3.00 & 7.45. THE ANDREW LLOYD WEBBER T. S. ELIOT INTERNATIONAL AWARD-WINNING MUSICAL CATS. Group Bookings 01-405 1567 or 01-930 6123 (apply daily to Box Office for returns). LATECOMERS NOT ADMITTED WHILE AUDITORIUM IS IN MOTION. PLEASE BE PROMPT. Bars open at 6.45 p.m. Now booking to June 1, 1985 — alternative CC bookings 379 6131. Postal applications now being accepted for June 3-August 31, 1985. THE LONGER YOU WAIT THE LONGER YOU'LL WAIT.

OLD VIC. 928 7616. CC 261 1821. Eves 7.30. Sats 7.45. Wed. & Sat. Mats 2.30. ROY DOTRICE and Full Company in GREAT EXPECTATIONS adapted and directed by PETER COE.

OLIVIER. 928 2252 CC 928 5933 'S' (National Theatre's open stage). Today 2.00, then Jan. 14, 15 and 16 (low price mats) THE ANCIENT MARINER by Coleridge, adapted by Michael Bogdanov. Ton't 7.15, then Feb. 12 & 18 CORIOLANUS by Shakespeare. Tomor 7.15, then Jan. 12 to 15 & Feb. 4 to 7 A LITTLE HOTEL ON THE SIDE.

PALACE THEATRE. 437 6834 CC 437 8327/379 6433. Grp Sales 930 6123. THE MOST AWARD WINNING MUSICAL OF 1984. GALINA PANOVA, HONOR BLACKMAN, JOHN BENNETT, TIM FLAVIN in RODGER'S & HART'S ON YOUR TOES with SIOBHAN McCARTHY and NICHOLAS JOHNSON. On Wednesday evening and Saturday matinee the leading role will be played by DOREEN WELLS. "SHEER BLISS." D. Tel. Eves. 7.45. Mat. Thurs. & Sat. 2.30. Pre-theatre buffet from 6.45.

PALACE THEATRE BAR, Cambridge Circus. 437 6834. LUNCHTIME FOOD, MUSIC, WINE & ART. Today, One From The Heart. Vocals and Piano. Fri., Keen But Nervous Co. Alternative Comedy Perfs., at 1 p.m. Admission Free. Fully Licensed 11-3. Pub Prices.

PHOENIX THEATRE. 240 9661 CC 836 2294/379 6433. Grp sales 930 6123. Mon.-Thurs. 7.45. Fri/Sat. 5.30 & 8.30. GRIFF RHYS JONES, GWEN TAYLOR in TRUMPETS & RASPBERRIES. A new comedy by DARIO FO. "INSPIRED CLOWNING." S. Tel. "INSPIRED NONSENSE." Fin. Times. "INSPIRED INVENTIONS." D. Mail. "INSPIRED FUN." Standard. "VENGEFULLY ELEGANT." S. Tms.

PICCADILLY. 437 4506. C.C. 379 6565/741 9999 / 379 6433. Group Sales 930 6123/836 3962. Eves. 8.00. Fri. 4.0 & 8.0. Sat. 6.0 & 8.45. KIKI DEE, BRIAN PROTHEROE, GARY HOLTON, CARLENE CARTER, JULIAN LITTMAN. THE ACCLAIMED FUN MUSICAL PUMP BOYS AND DINETTES. "IMPOSSIBLE NOT TO HAVE A GOOD TIME." B.B.C. "Non-stop action it's just one heck of a lot of fun!" Daily Mirror.

PRINCE EDWARD. 01-437 6877. S. Tim Rice and Andrew Lloyd-Webber's EVITA. THE GIANT OF MUSICALS. Dir. by Hal Prince. Evgs. 8.0. Mats. Thurs. & Sat. at 3.0 CC Hotline 439 8499. 379 6433. 631 1101. 741 9999. Group Sales 01-930 6123.

PRINCE OF WALES THEATRE. 01-930 8681/2. C.C. hotline 01-930 0844/5/6. Group sales 01-930 6123. RUSS ABBOT, SHEILA WHITE in LITTLE ME. "AMONG THE GREAT BLOCKBUSTING MUSICALS OF OUR TIME ... GLORIOUS SPOOF." Daily Mail. "THE FUNNIEST MUSICAL NEW YORK HAS EVER SENT US ... EXUBERANT SCORE, SPANKING PRECISION OF MR FOSSE'S DANCE STYLE." Daily Tel. "POSITIVELY SPARKLES." Sun. Exp. "DELIGHTFUL, BUBBLING ENTERTAINMENT." Scotsman. "SPLENDID." D. Mirror. Evgs. 7.30. mats. Thurs. and Sat. 3.0. Special rate for OAPs, students/children at certain performances. Reduced price Thursday mat.

QUEEN'S THEATRE. 01-734 1166. 01-734 0261. 01-734 0120. 01-439 3849. 01-439 4031. Group sales 01-930 6123. "ONE OF THE MOST INTELLIGENTLY ENTERTAINING EVENINGS TO BE FOUND IN THE WEST END." Standard. PAUL EDDINGTON "A DELIRIOUSLY FUNNY PORTRAIT." Times. Alan Bennett's Classic Comedy 40 YEARS ON. Directed by Patrick Garland. "THE QUEEN'S THEATRE WILL NOT HAVE SEEN THE LAST OF THIS MOST GLORIOUSLY FUNNY PLAY FOR MANY A LONG DAY." D. Mail. "ONE OF THE BEST AND MOST ORIGINAL ENGLISH COMEDIES IN THE LAST FIFTY YEARS." Sunday Times. Evgs. 7.30. mats. Wed. 3.0. Sat. 5.0 and 8.15. LAST 3 DAYS.

QUEENS THEATRE 734 1166 734 1167 734 0261 734 0120. CHARLTON HESTON, BEN CROSS in CAINE MUTINY COURT-MARTIAL. Reduced price prevs Tues 26th Feb 7.30. Wed. 27th Feb. at 3.0 & 7.30. Opens Thurs. Feb. 28th at 7.0. Subs evgs Mon.-Fri. 7.30. Sat. 8.15. Mats Wed. 3.0. Sat. 5.0.

ROYAL COURT S CC 730 1745. EDWARD BOND SEASON. Extended until March 9. SAVED at 8 p.m. Sat. Mats 5 p.m. THE POPE'S WEDDING Jan. 18-Jan. 22. "Neither production should be missed."

SADLER'S WELLS. 01-278 8916. Jan. 15-Feb. 9. THE WIND IN THE WILLOWS. A New Musical starring TERRY SCOTT: "Toad." PATRICK CARGILL: "Ratty." DONALD HEWLETT: "Badger." MELVY HAYES: "Mole."

SAVOY. Box Office 01-836 8888. C.C. 01-379 6219. 01-836 0479. Eves. 7.45. Wed. 3.0. Sat. 5.0 and 8.30. THE AWARD-WINNING WEST END AND BROADWAY COMEDY HIT. MICHAEL MEDWIN, JOSEPHINE TEWSON, HUGH PADDICK, ROLAND CURRAM, DILYS WATLING, PHILIP BIRD. NOISES OFF. Directed by Michael Blakemore. "After two years Michael Frayn's comedy is still wildly funny." Times. OVER 1,000 PERFORMANCES.

SHAFTESBURY. 379 5399 CC 741 9999. Grp Sales 930 6123. Evgs 8.0. Sat. 5.30 & 8.30. Wed. mat. 3.0. THEATRE OF COMEDY COMPANY. DONALD SINDEN "A Grand Master." Std. MICHAEL WILLIAMS "Truly Hilarious." Std. BARBARA MURRAY and LIONEL JEFFRIES in TWO INTO ONE. Written & Directed by RAY COONEY. "The most hilarious production yet mounted by Mr Cooney's Theatre of Comedy." F.T. "CLASSIC ... FIRST RATE FARCE." Gdn.

ST MARTIN'S 836 1443. Special C.C. No. 01-379 6433. Evgs. 8.0. Tues. 2.45. Sat. 5.0 & 8.0. AGATHA CHRISTIE'S THE MOUSETRAP. 33rd YEAR. SORRY, no reduced prices from any source, but seats bookable from £3.50.

STRAND. 01-836 2660 / 4143 / 5190. Evgs 7.30 Mats Wed 2.30 Sat 5 & 8.30. MICHAEL PENNINGTON, LUCY GUTTERIDGE. The 3rd YEAR OF TOM STOPPARD'S THE REAL THING. "I BELIEVE THAT THE REAL THING WILL COME TO BE SEEN AS ONE OF THE BEST ENGLISH PLAYS OF THIS CENTURY." J. Peter. Sun. Times. Dir. by PETER WOOD.

STRATFORD - UPON - AVON. Royal Shakespeare Theatre. 0789 295623. ROYAL SHAKESPEARE COMPANY in LOVE'S LABOUR'S LOST tonight, tomor., Mon., Tues. 7.30. "... A treat." F. Times. HENRY V Sat. 7.30. "... A truly magnificent production." F. Times. For special meal/theatre deals tel. 0789 67262.

VAUDEVILLE. 01-836 9987/836 5645. Evgs 7.45. Wed. 2.30. Sat. 5.0. 8.30. PLAY OF THE YEAR. LAURENCE OLIVIER AWARD. POLLY ADAMS, CLIVE FRANCIS, JAN WATERS, GLYN GRAIN. MICHAEL FRAYN'S NEW PLAY BENEFACTORS. Directed by MICHAEL BLAKEMORE. "BEST NEW PLAY IN TOWN." Punch.

VICTORIA PALACE. 01-834 1317. Evgs 7.30. Matinees Wed. & Sat. 2.45. Prevs March 2-13. OPENS MARCH 14. MICHAEL CRAWFORD in BARNUM. BOX OFFICE OPEN 9 a.m.-9 p.m.

WESTMINSTER. Palace Street, W.1. 01-834 0283/4 CC 01-741 9999. 01-379 6433 01-631 1101. THE LION THE WITCH AND THE WARDROBE. Twice daily. Tickets from £3.50. ENDS SAT! NOW BOOKING FOR CHRISTMAS '85.

WINDSOR THEATRE ROYAL 95 53888. Daily at 2.30 and 7.30. JOE BROWN, JESS CONRAD in CINDERELLA.

WYNDHAM'S. S. 836 3028. CC 379 6565/379 6433. Grp 930 6123. 836 3962. Eves. 8.0. Wed. mats. 3.0. Sats. 5.0 & 8.15. "A VERY FUNNY SHOW." Obs. SUE TOWNSEND'S THE SECRET DIARY OF ADRIAN MOLE AGED 13¾. Music and Lyrics by KEN HOWARD & ALAN BLAIKLEY. "LIVELY SPARKISH HUMOUR." Gdn. "ACUTE AND FUNNY." Std.

YOUNG VIC. 928 6363. Until Jan. 19. JACK & THE BEANSTALK and THE WILD WILD WEST. Days/evgs. "The funniest, pacest, swinginest show in town." City Limits. "The children lapped it up." D. Tel.

CINEMAS

ACADEMY 1. 437 2981. THE TAVIANS KAOS (15). Sep. perfs. weekdays 2.30, 7.25. Sun. 3.40, 7.25.

ACADEMY 2. 437 5129. Satyajit Ray's THE HOME AND THE WORLD (U). Daily at 3.10, 5.45, 8.25.

ACADEMY 3. 437 8819. Marcel Carne's LES ENFANTS DU PARADIS (PG). Film at 4.10 and 7.30.

CHELSEA CINEMA 351 3742 King's Road (Nearest Tube Sloane Sq) ALEX COX'S REPO MAN (18). Film at 1.15, 3.05, 5.00, 7.00, 9.05. Advance Booking Last Perf only.

CURZON. Curzon Street, W.1. 499 3737. Christopher Reeve, Vanessa Redgrave in The Merchant Ivory production of THE BOSTONIANS (PG). "Superbly made and acted." D. Tel. Film at 1.15 (not Sun.), 3.30, 6.00 and 8.45. LAST WEEKS.

LEICESTER SQUARE THEATRE (930 5252) THE LAST STARFIGHTER (PG) Sep progs 1.00, 3.35, 6.10, 8.50. All seats Bookable in Advance. Telephone bookings with Access and Visa welcome. Tonight THE TERMINATOR (18) 12.00 p.m.

LUMIERE CINEMA. 836 0691. St Martin's Lane, W.C.2. (Nearest Tube Leicester Sq.). NEIL JORDAN'S prize-winning film THE COMPANY OF WOLVES. Advance Booking for 6.45 & 9.00 (18). Films at 2.40, 4.40, 6.45, 9.00 perfs only.

ODEON HAYMARKET. (930 2738). A PRIVATE FUNCTION (15). Sep. progs 2.15, 6.15, 8.45. All progs bookable in Advance. Access and Visa telephone bookings welcome. "The comedy of the year." Daily Mail.

ODEON LEICESTER SQUARE (930 6111). Info. 930 4250 / 4259. "GHOSTBUSTERS" (PG) in 70mm Sep. progs. Doors open daily 1.45, 4.55, 8.00. 8.0 perf. bookable. Access and Visa phone booking welcome: Credit Hot Line 839 1929. 24-hour service £2.00 seats Monday all perfs.

ODEON, MARBLE ARCH (723 2011) CARAVAN OF COURAGE (U) Sep. progs. Doors open daily 1.45, 4.45, 7.45. Reduced prices for under 16's.

PRINCE CHARLES. Leics Sq. 437 8181. THE WOMAN IN RED (15). Dolby stereo. Progs. 2.30, 4.15, 6.25, 8.35. Late show Fri. and Sat., 11.15. All seats £2.50. Mon. Lic'd Bar.

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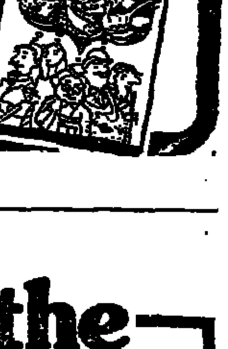

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Telegraph PUBLICATIONS

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Help the Aged

BIRTHS

BLAD.—On Jan. 7, at RAF Hospital, Ely, to JOANNA and TIM, a daughter (Caroline Sarah), a sister for Edward.

CUNNINGTON.—On Jan. 8, at Faversham, to ELIZABETH (nee Garnett) and CLIVE, a daughter (Holly Claire), a sister for Jamie and Anna.

DAWSON.—On Dec. 21, at Bristol, to CHRISTINE (nee Conway) and JOHN, a son (James Oliver), a brother for Edward.

GOLDING.—On Jan. 7, to SYLVIA (nee Sanderson) and TIMOTHY, a daughter (Lucy).

GOODMAN.—On Jan. 8, at Charleston, U.S.A., to MICHELE (nee East) and DAVID, a son (Miles James), a brother for Rebecca.

GREGORY.—On Jan. 8, at Cirencester, to PAULINE and GRAHAM, a son (Alexander Duncan), brother for Christopher Mark.

GULLEZZI.—On Thursday, Dec. 20, 1984, in Caen, France, to KATHRYN (nee Forrest) and DAMO, a son (Francois), a brother for Helene.

HAMILTON.—On Dec. 25, to ANNIE (nee Tredinnick) and FREDDIE, a son (James Frederick).

HENDERSON.—On Jan. 6, at Pembury, to NICOLA (nee Peckham) and DONALD, a son (Cameron John).

HOUGH.—On Jan. 8, to JACKIE (nee Favier) and ROBERT (Jonathan), a brother for Alistair.

HUNNYBUN.—On Jan. 8, at the Norfolk and Norwich Hospital, to MARION (nee Fuller) and THOMAS, a son.

KEITH.—On Dec. 31, 1984, in New York, to Jan, wife of ALASTAIR, a son (Alexander Teasle).

KELSEY FRY.—On Jan. 7, at Matilda Hospital, Hongkong, to JENNIFER (nee Price) and WILLIAM, a daughter (Victoria Christine).

MALLETT.—On Dec. 29, to LINDA (nee Clackson) and STEPHEN, a daughter (Louise Emma Joy), sister for Richard.

MANN.—On Jan. 6, at St Mary's, Paddington, to ANNA (nee Hjiel) and VERNON, a son (Anthony Victor).

MOZLEY.—On Dec. 16, 1984, to JANICE (nee Williamson) and Capt. ROBERT MOZLEY, R.E., a son (Alexander James).

NORTHOVER.—On Jan. 4, 1985, to GABRIELLE and MICHAEL, God's gift of a son (William Donalue Peter), a brother for Marianne.

SANDERSON.—On Jan. 8, to SARAH (nee Boustead) and RICHARD, a daughter (Gail Louise).

SPURR.—On Jan. 8, at Royal Sussex County Hospital, Brighton, to BARBARA (nee Wright) and ROGER, a son.

WALKER.—On Jan. 7, at Chiredzi, Zimbabwe, to FIONA (nee Griffiths) and BILL, a daughter (Laura Kate).

WALMSLEY.—On Jan. 5, at Stamford, to KITTY (nee Warren) and TIM, a daughter (Anna Kate).

WINSOR.—On Jan. 7, at Aberdeen Maternity Hospital, to JILL (nee BERKELEY) and MICHAEL, a daughter (Michelle). Both well.

WENTON.—On Jan. 8, to VICKI (nee Andrews) and ALAN, a son (Duncan Alexander), a brother for James.

SHAW (Adoptional.—By ALISON (nee Carr) and STEPHEN, a son (Sebastian Mark Andrew), now aged 10 months.

MARRIAGES

KREIZEL—COLPERTHWAITE.—On Jan. 1, 1985, at Stowe, Vermont, U.S.A., ANTHONY KREIZEL to Miss Jane Colperthwaite, second daughter of Mr and Mrs R. F. Colperthwaite, of Almondsbury, Bristol.

LLOYD—ETHERIDGE.—On Jan. 8, at St Cyprian's Church in the Palace of Westminster, DAVID LLOYD to FREDA ETHERIDGE, both of Southampton.

THELLUSSON—PAULHAN.—On Jan. 3, PETER, son of the late TONY and VERA THELLUSSON to POLLY, daughter of the late Philip and Marjorie Vian.

IN MEMORIAM

THEIR NAME LIVETH FOR EVERMORE

HMS ILLUSTRIOUS.— To the memory of all who died during the air attack on Jan. 10, 1941.

DEATHS

ACRES.—On Jan. 1, 1985, after a long illness at Hampstead, ANGELA (nee Lawson), dear wife of Ronnie. Cremation at Golders Green Crematorium, Tuesday, Jan. 15, at 3.40 p.m. Inquiries to F. W. Pyle, High Street, Esher, tel Esher 64021. Donations, if desired, to The Arthritis and Rheumatism Council for Research, 41, Eagle Street, London, W.C.1.

AMANS.—On Jan. 8, ERITH, aged 88, widow of Herbert of Beckenham, Kent. Funeral at St James Church, Jan. 16, 11 a.m. Family flowers only. Donations to St James, Elmers End, Beckenham.

ANGERER.—On Jan. 6, 1985, CONRAD ANGERER. Funeral 11 a.m., Jan. 15, at The United Reformed Church, Herne Hill.

ARROWSMITH.—On Jan. 7, 1985, at Chesham Bois Manor, RUBY DAPHNE, aged 96 years, late of Ellesborough Manor.

ASHBY.—On Jan. 8, 1985, peacefully at home, WILLIAM HECTOR (Bill), aged 72 years, of 44, Cromwell Road, Cleethorpes, South Humberside, beloved husband of the late Edna, dear father of Judith and Graham, father-in-law of David and Elizabeth, loving grandfather of Damian, Gavin and Rebecca, loved brother of Kit and brother-in-law of Leslie. Service St Peter's Church, Cleethorpes, Tuesday, Jan. 15, 11 a.m., followed by private cremation. No flowers by family request, but if so desired donations for Cancer Research may be sent to Mrs J. McIlatt, Stone Acres, The Wharfe, Tetney Lock, Grimsby, South Humberside.

BAKER.—On Jan. 6, 1985, peacefully in hospital, RODRIC DOUGLAS, aged 75 years, of Myrtle Cottage, Northerwe Road, Hawkhurst, Kent, husband of the late Jessie and dear father of Angela, Margaret, Martin and Timothy, loved grandfather. Funeral service Sandhurst Church, Tuesday, Jan. 15, at 11.30 a.m., followed by cremation at Tunbridge Wells. Flowers to R. H. Sills, funeral director, Cranbrook, tel. 712284.

BECK.—On Jan. 9, suddenly and peacefully in her sleep at Carrondale, Midhurst, KATHLEEN MYRTEL (Cliff), aged 88, dearly beloved mother of Anthony and daughter-in-law Tricia and very dear granny to Simon, Philip, Stephen, Alison and Jennifer. Funeral on Wednesday, Jan. 16, at 3 p.m. at Midhurst Parish Church.

BEECROFT.—On Jan. 7, 1985, peacefully in hospital, HILDA, aged 84 years, of Sutton-on-Sea, Lincs, formerly of Mansfield and the Isle of Man. Funeral service at the Kingdom Hall of Jehovah's Witnesses, The Strand, Mablethorpe, Lincs, at 1.30 p.m. on Monday, Jan. 14, followed by cremation. Breton Crematorium, 3 p.m. All inquiries to Mr R. Burgess, tel. Mablethorpe 72342.

BLACKBURNE.—On Jan. 5, MARTIN, greatly loved son of Bridget and the late Kenneth and devoted brother of Jean and friend of Richard, Juliette Amanda and Caroline. Service at Mortlake Crematorium at 2.30 p.m. on Wednesday, Jan. 16. Flowers and inquiries to Wirkenden & Son, 72, Northfield Avenue, West Ealing, tel. 01-567 0227.

BOWLING.—On Jan. 4, 1985, peacefully in hospital, MARY, dearly loved friend of Mavis and Ann and devoted aunt of Elizabeth, Penelope and Nicholas. Funeral service at Beckenham Crematorium, Rurella, on Wednesday, Jan. 16, at 2.50 p.m. (East Chapel). No flowers by request, but donations if desired direct to The Cheshire Foundation, 19, Bolton Street, Piccadilly, London, W.1. Enquiries, The F.D.S.A. Inquiries, T. A. Ellement & Son, Ltd, tel. 01-866 0324.

BROADFIELD.—On Jan. 9, suddenly and peacefully at Watford General Hospital, ERNEST OWEN, of Bushey Heath, Hertfordshire, formerly of Chesfield and New Milton. Funeral West Herts Crematorium, Monday, Jan. 14, 12 noon. Flowers to Hemler, 26, Park Road, Bushey.

CAMPBELL.—On Jan. 8, at Princess Mary's Hospital, R.A.F. Halton, after a long illness, ELIZABETH DOROTHY CAMPBELL, wife of the late Group Capt. John (Paddy) Campbell, C.B.E., A.F.C., beloved mother and grandmother. Funeral Jan. 15, at Amersham Crematorium. No flowers please, but donations if desired to R.A.F. Benevolent Fund, N.S.P.C.C. or Cancer Research.

CAWTHORNE.—On Jan. 5, 1985, suddenly, ADRIAN, aged 29 years, of 18, Church View, Long Marston, near Tring, Herts, beloved husband of Wendy née Powell and father of Charlotte, beloved son of GORDON and OLIVEN CAWTHORNE, of Portsmouth. Funeral Lady Margaret, Saturday, Jan. 12, at 12 noon. Committal service (family and close friends only). Warbington, Hants, Jan. 15, at 3.15 p.m. Flowers to Church View.

CHATFIELD.—On Jan. 8, 1985, peacefully at her home at Eastbourne, Sussex, FLORENCE DOROTHY, wife of the late CECIL FREEMAN CHATFIELD. Funeral service at Eastbourne Crematorium on Thursday, Jan. 17, at 1.30 p.m. Family flowers only, but if desired donations to British Heart Foundation, c/o Mr J. K. Scott, 3, Rowsley Road, Eastbourne.

CLARKE.—On Dec. 30, at 15, St Loyes Road, Exeter Ferns. The funeral service took place at the Exeter and Devon Crematorium on Tuesday, Jan. 8. Donations if desired to Local R.S.P.C.A.

CROMPTON.—On Jan. 9, 1985, at her home in Hampshire, after a long illness, JOY PAULINE. Now at peace. Funeral on Monday, Jan. 14, at Odiham Parish Church at 3 p.m., followed by burial in Hartley Wintney Cemetery. All inquiries to E. Finch & Sons, Aldershot 22281.

CRUMP.—On Jan. 8, peacefully in hospital, Miss SYBIL VIDA CRUMP, of Leigh-on-Sea, only child of the late Cosmo and Emma (née Hilary) Crump and granddaughter of James Crump, B.A., founder of St Aubyn's School. Funeral Southend Crematorium, Sutton Road, Southend, on Tuesday, Jan. 15, at 11.45 a.m. Flowers to Stibbards Funeral Services, Hadleigh, Essex. Letters to Badrock, 67, Fairmile Lane, Cobham, Surrey.

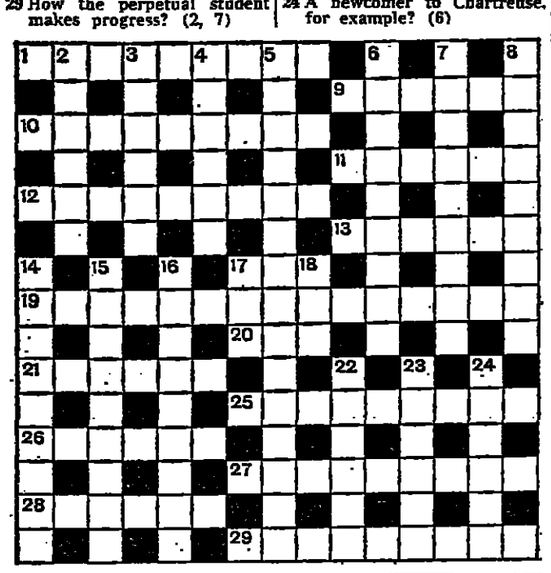
(Continued on Column Seven)

No. 18,345 ACROSS

1 Use a short alias like each Brontë girl (9)
9 Look out! Navy's on to a likely smuggler's den (6)
10 Brilliant idea recorded by a cerebrometer? (9)
11 A tiff lightly recorded by Beaufort (6)
12 It helps calculations when the skids are under the Government (5, 4)
13 Army extremities kept covered? (6)
17 Formic type of tan (5)
19 An off-putting decision? (15)
20 I get trapped in some never-never joint (5)
21 Summer up; trip almost over (6)
25 Willingly go without one's fortune (5, 1, 5)
26 A cold store for what's usually cubed b-beef (6)
27 Miscellaneous features to be assembled and published by the police (9)
28 Husky-sounding nag (6)
29 How the perpetual student makes progress? (2, 7)

DOWN

2 Command given before the red carpet is laid? (6)
3 I break into a tough circle that could make my head swell (4-2)
4 Order from Sparks to replace some shocking lines (6)
5 When gangsters had a shoot-out for nameless lovers (2, 10, 3)
6 A uniformly recognised specialist who treats breakdown cases (9)
7 Communal hoard of liquid assets (9)
8 Returning to an upright position — or never leaving it? (9)
14 The main beam under the theatre roof (9)
15 Quietly put one's foot down in a sensitive passage (4, 5)
16 But its landlord isn't tied to a policy of liberal hospitality (4, 5)
17 & 18 A mound of evidence sifted after big fires (3, 3)
22 A meeting place lined with trees (6)
23 An overtipe twisted old leader at sea (6)
24 A newcomer to Chartreuse, for example? (6)



QUICK CROSSWORD

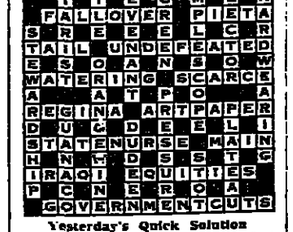
ACROSS

1 Assembled
7 Yields
8 Brass instrument player
9 Christmas tree
10 Extreme dislike
11 Airless
13 Table bottle
14 Weak
17 Dexterous
18 Grows old
20 Small cask
22 Careless
23 Upright
24 Delayed

DOWN

1 An equal
2 Stroll
3 Observe
4 Thing
5 Improve the mind
6 I stared (anag.)
7 Small farmer
12 Open insult
13 Of London birth
15 Object of dislike
16 Mix
17 Concur
19 Positioned
21 Prevalent

SOLUTION No. 18,344



Yesterday's Quick Solution

ACROSS: 1 Suite, 4 Dreams, 9 Imitate, 10 Posed, 11 Cage, 12 Eminent, 13 Bar, 14 Emma, 16 Apse, 18 Ill, 20 Omnibus, 21 Sloe, 24 Faled, 25 Uncover, 26 Thrash, 27 Order. DOWN: 1 Switch, 2 Icing, 3 Elan, 5 Reprisal, 6 Answers, 7 Sedate, 8 Sever, 13 Barbados, 15 Monster, 17 Comfit, 18 Issue, 19 Terror, 22 Livid, 23 Echo.

For a change on Sunday try your skill with THE SUNDAY TELEGRAPH *prize crossword.*

TORIES WANT LEVY HOLIDAY FOR FIRMS

By JAMES WIGHTMAN Political Correspondent

MR LAWSON, Chancellor of the Exchequer, is being urged by many Conservative MPs to ease employers' National Insurance contributions as a means of reducing unemployment.

The Tory MPs are doing so as part of the annual pre-Budget lobbying, which has assumed extra strength this year because of heightened concern in the Conservative ranks about the jobless figures.

Among the suggestions to the Chancellor is one for a year's "holiday" from paying National Insurance contributions for any employers taking on new workers in the fiscal year 1985-86.

One involved MP claimed last night that Mr Lawson had given the idea a sympathetic hearing, although he had not committed himself.

The MPs concentrating on the National Insurance aspect fear that some of their Tory colleagues are making no progress with their atempts to deflect the Chancellor, backed by the Prime Minister, from his aim of raising tax thresholds by some £1·5 billion in the Budget on March 19.

They want the money to be spent on capital projects specifically designed to create jobs.

Significant Budget

New concern about the unemployed situation was evident among Conservative MPs yesterday as the Commons resumed after the Christmas Recess. Mr Lawson's second Budget is already seen as one of the most *important since the Conservatives* returned to office in 1979.

One Conservative MP, Mr Densmore Dover, Chorley, has written to the Chancellor asking him to consider "the catastrophic effect that the imposition of 15 per cent. VAT has had on the hot take-away food industry."

He said that, according to trade figures, there had been a loss of 7,000 full-time jobs and 30,000 part-time pobs, adding: "the consequences on a once-buoyant industry have been disastrous."

Mr Dover called for VAT on the hot take-away food industry to be applied at the lower rate "to relieve both the industry and the public of this appalling burden."

He also said: "When considering whether or not to impose VAT on other items such as books, newspapers and children's shoes, I trust you will take into acount the very harmful effects of a sudden imposition of VAT at 15 per cent on a previously thriving industry."

Steel letter

With Government Whips taking post-recess soundings yesterday among Tory MPs about the dangers of further rebellions on economic and other policies this year, some "verbal support" was claimed for Mr Steel, Liberal Leader, after writing to more than 70 Conservative Back-benhers who have expressed conern about the level of unemployment.

He urged them to use the public and Parliamentary majority to influence the Chancellor's Budget in favour of public investment.

Although Mr Steel would not disclose the names of the MPs yesterday, they include such familiar critics of Government policies as Mr Heath, Mr Pym, Sir Ian Gilmour and Mr Rippon.

Commons Sketch

MPs return reluctantly from holiday

By GODFREY BARKER

THE lower orders flowed unwillingly back to Westminster yesterday for what several regard as the earliest start to the Spring Term this century. They are not happy about it.

Mrs Thatcher explained charmingly over Christmas that we were returning on Jan. 9 rather than Jan. 16 because "MPs do not work hard enough."

No one dare assume this is a joke. Most likely, the PM sees enough legislative hoo-ha ahead as to need every spare minute on the timetable she can get.

So MPs flooded in. Mr Norman Lamont, Industry Minister, was the name in lights. He throbbed with excitement on the Shipbuilding (Redundancy) Bill to entrance two Tories and three Labour members.

It could not all, however, be so exhilarating. Mr Patrick Jenkin was on first for Environment questions.

Sunning themselves

This, for sceptics, was the reason we came back on Jan. 9, a day when at least half Mr Jenkin's worst enemies could be counted on to be still sunning themselves defiantly in Fiji, Penang or Rio de Janeiro.

But one doubts it. The Prime Minister is actually quite pleased when Ministers are fighting into the teeth of the gale. She may well believe Mr Jenkin needs more of this.

The Environment Secretary, however, had an easy day. The Order Paper was dominated helpfully by questions with little to do with rates or the GLC. Moreover, it was dominated by questions from Labour. Tories are more volatile *with Mr Jenkin these days.*

Some of the Labour questions, though, were on subjects on which they knew they could work up worried Tories.

So there was a catch-all effort from Mr Willie Hamilton on the need for spending on the "infrastructure" — this year's code phrase for roads, water, sewage and housing, which many Tories want to see the giveaway Lawson billions devoted to.

Fireproof Minister

This question was answered, however, not by Mr Jenkin but by fireproof Housing Minister Mr Ian Gow.

Mr Gow, unlike Mr Jenkin, does not apologise. To Labour questioners, he rammed back violently some quotations from Messrs Callaghan and Healey, vintage 1976/79, on the futility of trying to spend your way out of a recession.

To Tories, he replied more politely with figures proving that spending on roads, water etc. would rise by 10 per cent. soon.

Mr Gow did not pretend, however, that this would do any thing for jobs. Why should he?

After Mr Jeff Rooker emitted a plaintive cry for more public investment, Mr Gow turned on him sternly. "We are not going to revert to the policies of the party opposite of borrowing where they dared not tax and printing what they could not borrow," he harangued him.

Continued from P1

Pit strike peace plan

By JOHN RICHARDS

also be putting forward a proposal that the union's negotiating team should be enlarged to include other members of the executive.

At present the team consists of Mr Arthur Scargill, president Mr Mick McGahey, vice-president and Mr Peter Heathfield, general secretary.

Another proposal which may be tabled at today's executive meeting would change coalfield representation in the NUM leadership so in a way which would give the Left an 11-7 majority instead of the present 12-12 split.

The proposed re-shuffle of seats, which would be subject to endorsement at a delegate conference, would eliminate separate representation from seven areas — North Wales, Cumberland, Leicestershire, South Derbyshire, Durham Mechanics, the Midlands power group, and Scottish craftsmen.

The 24-strong eecutive would be reduced to 18 members on a basis that coalfields with fewer xthan 20,000 members would get one seat; those with between 20,00 and 40,000 would get two seats an dthose with 40,000 or above, three seats.

Meanwhile, Nottinghamshire working miners fear that the NUM leaders could be called upon to convene a special conference of coalfield delegates to expel the Nottinghamhsire area from membership of the national union, from Feb. 1.

Alternatively, they say, the executive may recommend to delegates that teh area—which changed its rules to establish independence from the national union in December—could be suspended for six months from Feb. 1 to give it time "to reconsider its position."

If expulsion is aproved, the NUM is apparently prepared to set up a new North and South Nottinghamshire Area and urge all miners to join the "official" union.

The Nottinghamshire Area, which continued working virtually all through the ten-month dispute, decided on Dec. 20 to drop from its rules a provision that it would abide by national decisions o fthe NUM.

The Coal Board said miners are now working at 150 of the 179 pits, and 71 colleries were producing coal with only 24 totally strike-bound.

BOTTLES THROWN

Pickets dispersed

Bricks and botles were hurled and pickets charged police vehicles before they were dispersed at Herrington Colliery, near Sunderland.

About 250 pickets gathered outside the put where a third of the workforce, including the miners' lodge chairman, Mr Joe Stokoe, have abandoned the coal strike.

One picket was arrested and later appeared at Houghton-le-Springs Magistrates' Court.

CABINET REVIEW

Minister confident

JAMES WIGHTMAN, Political Correspondent, writes: The Cabinet will have a post-Christmas review of the coal dispute today with ministers confident that the strike is "eroding gradually" as one source put it last night.

That assessment and a continued high level of coal stocks reinforced the view of the Prime Minister and colleagues that the country could survive the winter without power cuts.

Ministers will receive reports today from Mr Walker, Energy Secretary, Mr Brittan, Home Secretary, and Mr Ridley, Transport Secretary.

But Left-wing Labour MPs with mining constituencies claimed that the government was covering up *disappointment* over the number of miners still on strike.

Mr Wedgwood Benn, MP for Chesterfield, said: "The return to work which the Government anticipated has not occurred. There is a trickle going back but there are a number who are rejoining the strike.

The Government did not want peace talks because it wrongly beleived there would be a revolt and that Mr Scargill and the miners' executive would be overturned. "This is not so," said Mr Benn.

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CALLAGHAN 'FINE'

Mr James Callaghan, 72, the former Labour Prime Minister, was fine "and doing very well indeed" after an operation to remove his gall bladder, a spokesman for St Thomas's hospital said yesterday.

GENEVA BRIEF FOR THATCHER

By JOHN BULLOCH
Diplomatic Staff

MR ROBERT MCFARLANE, President Reagan's National Security Adviser spoke yesterday of the new emphasis in arms control talks likely to follow the Geneva agreement.

Mr McFarlane was in London to brief Mrs Thatcher on the outcome of the Shultz-Gromyko meeting. He said the Prime Minister warmly welcomed the outcome, and spoke of the need for "patience, flexibility and determination" in the coming negotiations.

Asked why there should be optimism now when nine previous disarmament initiatives had produced little, Mr McFarlane said that in the past there had been a tendency to use arms control agreement to "legitimise" the growth of armaments.

The prospect of real reductions in the number of weapons would be an incentive to the Soviet Union to negotiate. "The Soviet Foreign Minister spoke of radical reductions, and we take him at his word."

Mr McFarlane said that the independent British nuclear deterrent had not figured in the Geneva talks. The American position was to exclude the British deterrent from discussions.

Questioned about the American plan for "space war" anti-missile satellites, Mr McFarlane emphasised that the United States had no intention of deploying such weapons unilaterally. It would be five or 10 years before the research necessary enabled a decision to be taken on whether the idea was practicable.

MORE SS-20s

U.S. warning

ALAN OSBORN in Brussels writes: Briefing the Nato allies yesterday, Mr Richard Burt, US Assistant Secretary of State for European Affairs, said the Geneva talks had gone well, but he added that Russia in the past month has deployed nine new SS-20 missiles and was vigorously constructing new bases.

Nato envoys were told that President Reagan had sent a personal detailed letter to all Heads of Government of the allied countries spelling out the American position on arms control.

This leter was said to express optimism about the outcome of the talks but at the same time it was said that Mr Reagan "did not want to build up undue expectations. We have to recognise that this negotiating process is going to be long and most likely a difficult one."

SECRECY ORDER

By R. BARRY O'BRIEN

Continued from Page One

has promised legislation to outlaw agencies of this sort.

When wardship cases are held in public the parties are usually not identified. Cases are identified in the law reports by initials, for example: In Re A (a minor).

Judges' discretion

The Administration of Justice Act, 1960, makes publication of information about wardship or adoption proceedings a possible contempt of court.

A legal expert said yesterday: "The *prima facie* rule is that names should not be given unless the judge makes a direction authorising publication."

The reporting ban has been lifted in cases where a judge thinks publicity is necessary, for example when a ward of court has been snatched in a "tug-of-love" case and there is a danger of the child being taken out of the country.

In the case of Mrs Cotton's baby the name of the child's natural mother was already well known before the case went to the High Court, but the ban on identification of the father prevents disclosure of the baby's future name.

Mr Justice Latey's order warning was seen yesterday to have been made to prevent the child being publicly labelled as a surrogate baby.

Picture—P19

DALYELL TO AID MURDER INQUIRY

By Our Crime Staff

Mr Tam Dalyell, Labour MP for Linlithgow, is to be interviewed next week by detectives investigating the murder near Shrewsbury 10 months ago of nuclear disarmament campaigner, Mrs Hilda Murrell, 78.

He has alleged that Mrs Murrell may have been the victim of British Intelligence officers investigating links with her nephew, a Royal Navy Commander at the time of the sinking of the Argentine cruiser General Belgrano.

LITTLEWOODS JOB FEARS

Representatives of Usdaw, the shop workers' union, claimed yesterday that Littlewoods are planning to shed 1,000 jobs in their 108 stores throughout the country.

Details were disclosed at a meeting in Manchester with the union. Apart from confirming that some restructuring is planned, the company will make no further announcement before meeting the union again in a fortnight.

RIG WORKER LOST

An oil worker lost off a Global Marine drilling rig in the North Sea 120 miles east of Aberdeen was named last night as Robert Pozzi, of Moss Street, Elgin, Grampian.

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DADE.—On Jan. 9, at his home, Mortured, Trelver Croft, Feock, Truro, ROGER, much loved husband of Kathleen, father of Rosemary, Caroline and Angela, grandfather of Graham, Leonard and Andrew, Martin and Helene, Philippa, Andrew, Martin and brother of Cynthia. Funeral service at Truro Cathedral on Monday, Jan. 14, at 2.15 p.m., followed by private cremation. Family flowers only. Donations for Cornwall Hillian Nursing Service, for Cornwall, may be sent to 3, St Clement Vean, Truro.

DANIEL.—On Wednesday, Jan. 9, peacefully after a short illness at Stoke Mandeville Hospital, PAULINE, 21, Cranock Road, Aylesbury. No flowers. Donations if desired to Age Concern (England), 60, Pitcairn Road, Mitcham, Surrey.

DAVIDSON.—On Jan. 8, 1985, suddenly, HARRY VICTOR of 16, Greenfalls, Hove. Inquiries to Victor Lodge, Hove. Funeral Directors, Attree & Kent Ltd, tel. Brighton 683223.

DE NIST.—On Jan. 7, 1985, Doris Winifred, dearly loved sister of Alice, Gladys, Lilian and Hilda. Funeral Thursday, Jan. 17, at 1.45 p.m. Bournstead Baptist Church, Surrey. Interment at All Saints Church, Banstead. "And in Thy presence is fullness of joy."

DEVANEY.—On Jan. 8, peacefully in hospital, LAURENCE EDWIN, of Rushhall, Founder Member of Tunbridge Wells Group of Amnesty International. Requiem Mass at St Augustine's Church, Tunbridge Wells, on Thursday, Jan. 17, at 11 a.m., followed by interment in Tunbridge Wells Borough Cemetery. R.I.P. Family flowers only. Donations to Cancer Research.

DOBSON.—On Jan. 7, 1985, very suddenly at home, Commodore JOHN PERTAS DOBSON, C.B.E., D.S.C., R.D., of Sea View, Cottage, Sandsend, Whitby, beloved husband of the late Edith, dear father of Caroline, Venice and Oswald's Church Lybe, on Monday, Jan. 14, at 11 a.m., followed by cremation at Woodlands Crematorium, Scarborough. Family flowers only please, but if desired donations to Whitby branch of R.N.L.I.

DOREY.—On Jan. 8, 1985, suddenly at his home, OSMOND GRANT DOREY, in his 79th year, dear husband of Andrea Mas and father of Frances Fleure James. Private service. Family flowers only. Inquiries to C. J. Wood, funeral director, Ashford, Kent, tel. 20109.

EARNSHAW.—On Jan. 4, 1985, Eric Edwin Ldr., R.A.F. (ret.), of 4, Balliol Close, Tackley, Oxford.

ELLIOTT.—On Jan. 9, very suddenly at his home, in Stockton-on-Tees, Dr FREDERICK JAMES, aged 80 years, formerly of University of Edinburgh, dearly loved husband of Vera and loving father of Margaret. Funeral strictly private. No flowers or letters, please.

ETHERINGTON.—On Jan. 8, 1985, peacefully after a long illness borne with great courage, DAVID WESTWOOD, aged 63 years, formerly of Cricket Club, beloved husband of Phillis, dear father of Pauline Clarke, and son-in-law Nigel and grandpa to Lorraine, Sally and Adam. Service at Worthing Crematorium on Monday, Jan. 14, at 10 a.m. Inquiries to H. G. Tribe Ltd, Broadwater, Worthing 34516.

FEWKES.—On Jan. 8, 1985, suddenly in Bournemouth, WILLIAM BASIL, aged 77, dear husband of Mary and father of Anthony and Richard. Funeral Wednesday, Jan. 16, 2.30 p.m., at Bournemouth Crematorium. Flowers if desired to Dorlecote Lodge. Funeral Home, Bournemouth.

FLEGG.—On Jan. 7, in a Harrogate hospital, two days after her 99th birthday, MARGARET ALICE, formerly of Sheldon, Wiltshire, Herts and London, widow of Fred and mother of John.

FOOKS.—On Jan. 8, 1985, peacefully in a Hove nursing home, OLIVE DOROTHY (BUZZY), widow of BASIL SHORLAND FOOKS, beloved mother of June and Simon and loving grandmother of Jeremy, David, Robert, Jonathan and Simon. Service at the Downs Crematorium, Bear Road, Brighton, on Tuesday, Jan 15, at 2 p.m. Flowers may be sent to Hanmiastons, 4/6, Montefiore Road, Hove.

FORSTER.—On Jan. 7, 1985, suddenly in hospital, CECIL RICHARD MICAH FORSTER, of 49, Blenheim Drive, Oxford, beloved husband of Alice. Private cremation.

GAIN.—On Jan. 8, 1985, peacefully at the home of her son and family of Bexhill-on-Sea, RUTH, aged 90 years, dearly loved wife of the late CHARLES GAIN, dear mother of Valerie and Tony, beloved grandmother of Jill, Nick, Sharon and Carolyn, great-grandmother of Matthew and dear mother-in-law of Johnny and Judith. Service at Hastings Crematorium on Thursday, Jan 17, at 12 noon. Family flowers only.

GARRETT.—On Jan. 2, peacefully, HERMIONE, beloved wife of John. No letters please.

GIBSON.—On Jan. 7, peacefully at Preston Hall Hospital, Maidstone, BRIAN LESLIE, husband of Jenny and father of Christopher, Amanda and Sophie. Funeral service in Hedcorn Parish Church, at 1.45 p.m. on Tuesday, Jan. 15, followed by cremation at Charing. All inquiries to Thomas Miller, Funeral Director, 43, Melville Road, Maidstone, tel. 54234.

GOODWIN.—On Jan. 8, peacefully after a long illness in hospital, WILLIAM (Bill), much loved husband of Eileen and dear father of David and Pat. Service Thursday, Jan. 17, St Ann's Methodist Church, at 11 a.m. Family flowers only. Donations if desired to Cancer Research, Royal Marsden Hospital, Sutton.

GREENWOOD.—On Jan. 7, 1985, after a long illness at his home in Devon, CHARLES FORTESQUE GREENWOOD, T.D., aged 72 years, husband of Audrey, loving father of Michael. Funeral private. Donations, if desired, to Queen Elizabeth Foundation for the Disabled, Leatherhead, Surrey.

HAMPTON.—On Jan. 8, 1985, peacefully in Bournemouth after a long illness, DOROTHY, aged 61 years, of Coventry and formerly a staff member of St Patrick's Primary School, dear sister of Rob and to Peg, and a much loved aunt, godmother and friend. Funeral service Requiem Mass at Corpus Christi Roman Catholic Church, Rosslyn, Bournemouth, on Wednesday, Jan. 16, at 10 a.m., followed by cremation. Inquiries to Dorey-Scott, Portman Lodge Funeral Home, Bournemouth 34311.

HARRY.—On Jan. 9, 1985, peacefully at Hay House, Brig. FRANK LESLIE HARRY, O.B.E., Indian Army Ordnance Corps, aged 83 years, beloved husband of the late Betty Julia. Cremation service to take place at Exeter and Devon Crematorium on Wednesday, Jan. 16, at 11.45 a.m. No flowers, please. Donations if desired to Loyes College for Training the Disabled, Topsham Road, Exeter.

HATTERSLEY.—On Jan. 8, 1985, peacefully at Heswell, Wirral, GLADYS, aged 93 years, widow of ARTHUR W. HATTERSLEY, formerly of The Palace of Westminster. Sadly missed by her children and grandchildren.

HAYWOOD.—On Tuesday, Jan. 8, 1985, suddenly at his home in Hertfordshire, in his 85th year, EDWARD THOMAS LAKELAND REED, beloved husband of Joy, devoted father of Thea and Sarah. Cremation private. No letters, please.

HELLIAR.—On Jan. 8, 1985, as a result of an accident at his home, HERBERT STUBLEY, aged 80 years, of Palmers Green, London, beloved husband of Joyce, loving father of Ann and respected grandfather of Catherine and Richard. Service to be held at New Southgate Crematorium on Thursday, Jan. 17, at 11.30 a.m. Family flowers only, but donations to The National Trust, c/o N. Seaward & Son, 448, Green Lanes, N13. Tel 01-886 6107.

HENDERSON.—On Jan. 5, 1985, at The Jersey General Hospital, WILHELMINA (MINA) WALKER (nee Dalton), dearly loved wife of the late CAPTAIN HENDERSON, a much loved aunt and great-aunt. The funeral service will be held at The Jersey Crematorium on Friday, Jan. 11, at 11 a.m. Family flowers only please, but donations if desired may be sent to The Little Sisters of The Poor, c/o Reverend Mother, St Augustine's Home, Nos 51 John's Road, St Helier, or The Jersey Hospice Care c/o Mr David Norman, Norman Ltd, Commercial Buildings, St Helier. Pitcher & Le Quesne, funeral directors, tel Jersey 77935.

HENLEY.—On Jan. 8, 1985, suddenly at home, DIANA, beloved wife of Rorie, loving mother of Alastair and mother-in-law of Deborah and grandmother of Edmund and Giles. Cremation at Eastbourne 4 p.m., Jan. 15. Flowers to Mummery, Bexhill.

HERBERT.—On Jan. 5, peacefully at home, MARTHA, aged 95 years, widow of Robert Bailey and dear mother of Ann and Alice. Service at Croydon Crematorium, Thornton Road, on Tuesday, Jan. 15, at 3.30 p.m. No flowers please, but donations welcome to the R.N.L.I., Poole, Dorset.

HITCHCOCK.—On Sunday, Jan. 6, 1985, passed away peacefully, HARRY DAVID, aged 76 years. A quiet funeral is being held today, attended by family and close friends.

HODGES.—On Jan. 8, 1985, suddenly, ARTHUR, of Little Orchard, Hawkhurst, Kent, beloved husband of Edith (Cindi), a wonderful and loving father of Ian and Vivienne and grandfather of Simon and Anthony. Greatly missed by all his family and friends. Cremation at Charing, Thursday, Jan. 17, at 12 noon. No flowers by request. Donations if desired for St Laurence Church, Hawkhurst, Kent.

HODGSON.—On Wednesday, Jan. 9, peacefully at home, Dunscott, Checkburn Lane, Cradley, Malvern, Worcester and formerly of Wadebridge, Joan Muir, dearly loved wife